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Agriculture

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Food & Agricultural **EXPORT** **DIRECTORY**

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United States
Department of
Agriculture

Foreign
Agricultural
Service

Food & Agricultural

***EXPORT
DIRECTORY***



ABSTRACT

The *Food and Agricultural Export Directory* is published for firms engaged in exporting and those who wish to sell U.S. agricultural products in foreign markets. It provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting agricultural and food products.

Keywords

Agricultural counselors, attaches, and officers; agricultural trade; directory; embassies; exporting; market development cooperators; multilateral organizations; U.S. Government organizations; State departments of agriculture; trade policy; U.S. Department of Agriculture.

Ordering Information

Single copies of the Directory are available from the Foreign Agricultural Service, Information Division, U.S. Department of Agriculture, Room 5922-South Building, Washington, DC 20250-1000, tel. (202) 720-7937.

Eligibility for participation in all programs administered by the U.S. Department of Agriculture is established by law without regard to race, color, national origin, sex, age, handicap, marital status, or religion.

Corrections

If your telephone/FAX number, address, or title has changed since this edition of the "Export Directory" was prepared, please let us know by sending corrections to:

U.S. Department of Agriculture
Foreign Agricultural Service
Export Directory Changes
Publications Office, 5920-S
Washington, DC 20250-1000

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INTRODUCTION

The United States is one of the world's largest agricultural exporters, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices. Bulk commodities make up over half of U.S. overseas sales, but significant growth in U.S. exports of consumer food products is expected to continue during the 1990's. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this demand.

FOREIGN AGRICULTURAL SERVICE

The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) conducts programs around the globe to develop, expand, and maintain markets for U.S. agricultural commodities. FAS coordinates a global system for gathering and assessing information on world agriculture and trade. This enables American farmers to market abroad advantageously and it helps consumers obtain food products they need from other countries. FAS also coordinates activities related to the development and expansion of export markets.

The address for FAS offices in Washington, DC, is:

U.S. Department of Agriculture
Foreign Agricultural Service
Washington, DC 20250-1000

The central FAX for FAS is (202) 690-2159.

		Area Code (202)
Administrator (Acting)	Richard Schroeter	720-3935 FAX 690-2159
Associate Administrator	Vacant	720-5691 FAX 690-2159
Associate Administrator and General Sales Manager (Acting)	Christopher Goldthwait	720-5173 FAX 690-1595

Trade Assistance and Promotion Office

The Trade Assistance and Promotion Office serves as a single point of contact for agricultural exporters who need assistance and foreign market information, as well as for those who believe they have been injured by unfair trade practices of foreign countries.

Director	Homer Sabatini	720-9509 FAX 690-4374
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Commodity and Marketing Programs

FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. agricultural product entering world trade is promoted by one of FAS's market development activities, which cover more than 80 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State departments of agriculture and their regional associations. In addition to these cooperative efforts, FAS performs a variety of other promotion and trade servicing operations.

Commodity analysts provide estimates and forecasts of area, yield, and production for foreign crops as well as estimates for foreign livestock, poultry, and dairy production. These efforts are supported by data gathered through remote sensing techniques as well as weather-related analyses of foreign crop conditions.

Commodity experts and economists analyze attache reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to the public.

Commodity marketing specialists support the work of cooperators and individuals interested in specific markets and products.

		Area Code (202)
Assistant Administrator	Philip L. Mackie	720-4761 FAX 690-3606
Deputy Assistant Administrator, Marketing	Norman R. Kallemeyn	720-2705
Deputy Assistant Administrator, Analysis	Robert Riemenschneider	720-7791
Assistant to the Assistant Administrator	Beverly Simmons	720-9059
<u>Dairy, Livestock, and Poultry Division</u> Director	Gerald W. Harvey	720-8031 FAX 720-0617
Deputy Director for Marketing	Andy Duymovic	720-3899
Deputy Director for Analysis	Robert Wicks	720-1350
<u>Forest Products Division</u> Director	J. Lawrence Blum	720-0638 FAX 720-8461
Deputy Director for Marketing	Elizabeth Callanan	720-3331
Deputy Director for Analysis	Robert Haresnape	720-1296
<u>Grain and Feed Division</u> Director	Donald J. Novotny	720-6219 FAX 720-0340
Deputy Director for Marketing	Francine Radler	720-4168
Deputy Director for Analysis	Lloyd Fleck	720-5386
<u>AgExport Services Division</u> Director	Suzanne Hale	720-6343 FAX 720-9509

Horticultural and Tropical Products Division

Director	Frank Piason	720-6590 FAX 720-3799
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Deputy Director for Marketing	Peter O. Kurz	720-7931
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Deputy Director for Analysis	Howard Wetzel	720-3423
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Marketing Operations Staff

Director	Sharon McClure	720-4327 FAX 720-8461
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Oilseeds and Products Division

Director	Leon G. Mears	720-7037 FAX 720-7670
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Deputy Director, Analysis	Herbert F. Rudd	720-0472
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Deputy Director, Marketing	Larry Senger	720-8809
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Productions Estimates and Crop

Assessment Division

Director	Edwin I. Cissell	720-0888 FAX 720-8880
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Tobacco, Cotton, and Seeds Division

Director	Kenneth E. Howland	720-9516 FAX 690-1171
----------	--------------------	--------------------------

Deputy Director for Marketing	Ted Horoschak	720-9488
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Deputy Director for Analysis	John D. Jacobs	720-9487
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Export Credits

The Public Law 480 (Food for Peace) Program

Title I of Public Law 480 (also called the Food for Peace Program) authorizes USDA to provide financing for sales of U.S. agricultural commodities to friendly developing countries on concessional credit terms. Title I concessional sales provide low-interest, long-term credit to foreign governments. U.S. suppliers are paid by the Commodity Credit Corporation (CCC) upon delivery of the commodities onboard vessels at U.S. ports. Recipient countries resell the commodities internally and use the proceeds for agricultural and economic development projects. The foreign government repays the loan to the CCC.

In FAS, the Program Development Division oversees the preparation and negotiation of country agreements, while the P.L. 480 Operations Division oversees the purchasing and shipping of commodities. In addition, under Title II of P.L. 480, the Agricultural Stabilization and Conservation Service procures U.S. agricultural commodities for direct donation to foreign countries in cases of natural disasters or other crises and in support of nutritional feeding programs. Over two-thirds of these donations are made through voluntary relief agencies and the multilateral World Food Program. The Program Analysis Division coordinates this program with the Agency for International Development.

CCC Commercial Financing

Export Credit Guarantee Programs provide U.S. agricultural exporters or financial institutions a guarantee that they will be repaid for short- and intermediate-term commercial export financing provided to foreign buyers. These programs protect against commercial or noncommercial risk if the importer's bank fails to make payment. Under one program, the CCC will guarantee credit terms of up to 3 years and under another, credit terms from 3 to 10 years are guaranteed.

The programs operate in cases where credit is necessary to increase or maintain U.S. exports to foreign markets and where private financial institutions would be unwilling to provide financing without CCC's guarantees. The CCC Operations Division administers these programs.

Other Programs

Section 416 of the Agricultural Act of 1949, as amended, provides for the donation of CCC-owned surplus dairy products and grains to needy people overseas through public and private nonprofit voluntary agencies and foreign governments.

		Area Code (202)
General Sales Manager (Acting)	Christopher Goldthwait	720-6301 FAX 690-1595
Deputy Assistant Administrator	Glenn D. Whiteman	720-4274 FAX 690-5727
<u>Program Analysis Division</u>		
Director	Mary Chambliss	720-3573 FAX 690-5727
<u>Program Development Division</u>		
Director	Kerry Reynolds	720-4221 FAX 690-0251
Deputy Director	Charles Delaplane	720-2623
Area Manager, Europe and Africa	James Higgiston	720-5319
Area Manager, Latin America, Caribbean, and Oceania	Amy Brooksbank	720-0625

Area Manager, Asia and Middle East	Lynne Reich	720-4216
<u>CCC Operations Division</u>		
Director	Lawrence McElvain	720-6211 FAX 720-0938
Deputy Director	Robert Simpson	720-6211
Chief, Credit Sales Registration Branch	Richard Godsey	720-3224
Chief, Regulations, Procedures and Reports Branch	James Warden	720-2150
Chief Negotiator, Export Sales and Program Operations Branch	Donald Street	720-5540
Chief, Export Program Survey and Review Branch	William Hawkins	690-1635
<u>P.L. 480 Operations Division</u>		
Director	Constance Delaplane	720-3664 FAX 720-6208
Chief, Vessel Approval Branch (Title I)	Judith Demetriades	720-6711
Chief, Title I Commodities Branch	Patrick Lyons	720-5780
Leader, Rate Analysis and Statistics Area	Edward Matthews	720-7736

Foreign Agricultural Affairs

The Office of Foreign Agricultural Affairs (FAA) manages the overseas arm of FAS, which consists of more than 250 permanent U.S. and foreign national employees around the world. FAA also coordinates visits of foreign dignitaries to the Office of the Secretary in Washington, DC.

Agricultural counselors, attaches, trade officers, and other FAS personnel are assigned to over 80 embassies and consulates around the world and provide coverage of more than 130 countries. These officers gather and interpret global information important to U.S. agricultural trade, including information on production, consumption, trade, agricultural and trade policy, and other factors which affect demand for U.S. products. In addition, these officers represent U.S. agricultural and trade policy interests to host governments and businesses.

Agricultural Trade Offices

The Agricultural Trade Act of 1978 directed the establishment of Agricultural Trade Offices (ATO's) in major centers of commerce throughout the world. This law requires a minimum of six and a maximum of 25 such offices to develop, maintain, and expand international markets for U.S. agricultural commodities. These offices serve as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States. ATO's are located in Algeria, Bahrain, China (Beijing and Guangzhou), Germany, Hong Kong, Japan (Tokyo and Osaka), Korea, Mexico, Nigeria, Saudi Arabia, Singapore, the United Kingdom, and Venezuela.

		Area Code (202)
Assistant Administrator	Mattie R. Sharpless	720-6138 FAX 720-6063
Deputy Assistant Administrator	Norval Francis	720-3253
Assistant to the Assistant Administrator	Steve Huete	720-6878
Europe (Non-EC Countries)	Debra Henke	720-3080
Europe (EC Countries)	Gordon Nicks	720-2144
Western Hemisphere	Susan Schayes	720-3221
East Asia and Pacific	Shackford Pitcher	720-2690
Near East, South Asia, and Africa	Besa Kotati	720-7053

East European and Soviet Secretariat

The Eastern European and Soviet Secretariat coordinates efforts to assist the development of market economies in the newly independent states of the region. The Secretariat maintains information on USDA activities in the region, assists in the development of a USDA strategy for Eastern Europe, ensures proper coordination and clearances with other agencies and departments, and serves as a point of contact for interested individuals and agricultural organizations.

		Area Code (202)
Thomas A. Pomeroy, Coordinator		720-0368
East European and Soviet Secretariat		FAX 690-4369

International Trade Policy

International Trade Policy coordinates USDA's role in negotiating and maintaining international agreements which expand world trade in U.S. agricultural commodities. Trade policy activities include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; handling commodity issues that arise in international organizations; monitoring U.S. import quotas for farm products; meeting USDA responsibilities concerning international trade; and supporting the office of the U.S. Trade Representative in trade negotiations. In addition, market development activities are supported by providing economic data and analysis on tariff rates, nontariff barriers, and trade conditions. International Trade Policy also collects and publishes weekly outstanding sales and accumulated export data. All exporters of U.S.-produced agricultural commodities are required by law to report their sales and associated exports by commodity and country. (Commodities included are barley, cattle hides and skins, corn, all upland cotton, American pima cotton, flaxseed, linseed oil, oats, rice, rye, soybean cake and meal, soybeans, wheat, and wheat products.)

The Office of Food Safety and Technical Services (FSTS) coordinates activities and responds to issues related to food safety regulations and barriers which affect the international trade of U.S. agricultural products. The office serves as the primary contact for U.S. companies' inquiries related to foreign product labeling and food standards, sanitary/phytosanitary regulations, pesticide residues, commodity quality and quantity complaints, and other technical requirements for U.S. products imported into foreign countries.

		Area Code (202)
Assistant Administrator	Richard B. Schroeter	720-6887 FAX 720-0069
Deputy Assistant Administrator	James Truran	720-4055
<u><i>Asia, Africa and Eastern Europe Division</i></u>		
Director	Patricia Sheikh	720-1289 FAX 720-0069
<u><i>Import Policies and Trade Analysis Division</i></u>		
Director	Carol Harvey	720-2916 FAX 720-0876
<u><i>Office of Food Safety and Technical Services</i></u>		
Director	Lyle Sebranek	720-1301 FAX 690-0677
<u><i>Multilateral Trade Policy Affairs Division</i></u>		
Director	James Grueff	720-1312 FAX 720-6139
<u><i>Trade and Economic Information Division</i></u>		
Director	Dewain Rahe	720-1294 FAX 720-7772
<u><i>Western Europe and Inter-America Division</i></u>		
Director	Kenneth J. Roberts	720-1340 FAX 720-3799

Publications

The Foreign Agricultural Service issues a variety of publications to assist agricultural exporters. Of particular interest are the following:

AgExporter

This monthly magazine for U.S. businesses selling farm products overseas provides tips on exporting, descriptions of markets with the greatest sales potential, and information on export assistance available from the USDA. Concise articles are generally accompanied by tables and graphs to let readers know at a glance what's going on overseas. Every month, regular news departments provide short wrap-ups of foreign buying trends, new competitors and products, trade policy developments, and promotion activities around the world. The annual subscription rate is \$17 domestic; \$21 foreign. Order from the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4638-South Building, Washington, DC 20250-1000.

FAS Circulars

These periodic commodity reports provide agricultural exporters with timely, reliable information on the needs of foreign buyers, changing consumer preferences, foreign trade policies, and the production, supply, and demand situation in countries around the world. World agricultural information and updates on special FAS export services for the food and agricultural trade are highlighted. FAS circulars are available through subscription. For a price list and an order blank, write to the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 5920-South Building, Washington, DC 20250-1000.

U.S. Export Sales Report

This weekly publication provides timely reporting of outstanding sales and accumulated exports of major agricultural commodities. This report, based on information submitted by private U.S. exporters, is available from FAS by subscription or electronically. Interested readers may subscribe directly from FAS for a fee of \$87.00 (domestic) and \$160.00 (foreign airmail). Or it is available electronically within minutes of its release through the USDA's Computerized Information Delivery Service, Tel: (202) 720-5505. Selected information is available through the "Bulletin Board FAX," operated by the Export Sales Reporting Branch. To receive this information, set your FAX machine for polling and dial (202) 720-7772.

News Releases

These reports announce agreements and allocations for farm exports covered under the Public Law 480 (Food for Peace) Program, the GSM-102 and GSM-103 Export Credit Guarantee Programs, the Export Enhancement Program (EEP), and the Market Promotion Program. For 24-hour information on export credit guarantee activities, call (202) 472-1621. All FAS press releases issued each day are available through a FAX system. To receive the releases, callers should dial (202) 720-1728 and set their FAX machine for polling.

FAS also publishes status reports of sugar imports under the U.S. quota system. To receive these reports, which are issued on Wednesdays, callers should dial (202) 720-1728 and set their FAX machine for polling.

Services to Exporters

The AgExport Connections office provides information services to help expand and promote agricultural exports. Its "AgExport Action Kit" describes services such as Trade Leads, Buyer Alert, and listings of foreign buyers to help U.S. food and agricultural exporters. To obtain information on these services to exporters, contact:

AgExport Connections
Room 4939, South Building
USDA-FAS
Washington, DC 20250-1000

Tel: (202) 720-7103
FAX: (202) 690-4374

Trade Leads

FAS offices around the world send inquiries from overseas buyers looking for U.S. products to FAS in Washington, DC. FAS then disseminates from 2,500 to 4,000 Trade Leads domestically each year. Trade Leads may be obtained in four ways:

- **Trade Leads FAX Service:**

Trade Leads are available each week by polling the AgExport FAX machines. Trade Leads are grouped by commodity. To request information on how to access the Trade Leads FAX service, FAX AgExport Connections at (202) 690-4374.

- **Trade Leads Bulletin:**

All Trade Leads are published in a weekly bulletin titled AgExport Trade Leads. The bulletin also highlights upcoming trade shows and foreign trade developments throughout the world. The subscription fee for AgExport Trade Leads is \$75 per year. To subscribe, send a check payable to "USDA-FAS" to address listed above.

- **Electronic Trade Leads:**

With a computer, a modem, and the right software you can receive Trade Leads electronically. To request a packet with information on the different types of services and prices, contact:

Computer Information Delivery Service (CIDS)
Office of Public Affairs - USDA
Room 536-A, Administration Building
Washington, DC 20250

Tel: (202) 720-5505
FAX: (202) 720-8098

To subscribe to CIDS directly, contact Martin Marietta Information Systems Group at (703) 802-5700.

- **The Journal of Commerce**

Selected Trade Leads are published several times each week in the "Agricultural Trade Leads" column of the Journal of Commerce. For subscription information, contact:

The Journal of Commerce
2 World Trade Center
27th Floor, Suite 2750
New York, NY 10048

Tel: (212) 425-1616 or (800) 255-1341

Foreign Buyer Lists

The AgExport Connections staff maintains a database of approximately 13,000 foreign firms from over 70 countries. These foreign firms have expressed interest in importing specific U.S. food and agricultural products. U.S. firms may obtain lists to match their products with prospective foreign buyers. The Foreign Buyer Lists provide company name, contact, address, telephone, FAX, and/or Telex numbers (where available). The lists may be ordered for a specific commodity for the entire world, or by country for all commodities. In addition, Foreign Buyer Lists may be processed on Cheshire or gummed labels.

International Trade Shows

FAS organizes U.S. pavilions in major international food shows throughout the world. For a fee, participants receive individual booths, access to a trade lounge, advance publicity, product shipment, and customs clearance for the show. For a trade show calendar, call (202) 720-7937.

U.S. Agricultural Representatives Abroad

Sample Mailing Address

The following list provides information on how to contact U.S. agricultural attaches, counselors, and trade officers stationed overseas. Below are samples of how to address mail to an overseas post using the agricultural attache at the American Embassy in Jakarta as an example:

APO/FPO Address

Agricultural Attache
American Embassy, Jakarta
APO AP 96520

Pouch Address

Agricultural Attache
American Embassy, Jakarta
U.S. Dept. of Agriculture, FAS
Washington, DC 20250-6000

International Address

Agricultural Attache
American Embassy
Medan Merdeka Selatan 5
Jakarta
INDONESIA

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Algeria, Algiers American Embassy 12A Rue Mohamed Khoudi Prolonge Lotissement Benduadah-El Biar Tel: (011-213-2) 786-025 or 797-352 Telex: 61484 USAGR DZ FAX: (011-213) 278-6145 Workweek: Saturday - Wednesday	Paul Hoffman Agricultural Trade Officer	Algiers U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
Argentina, Buenos Aires (also Uruguay and Paraguay) American Embassy 4300 Colombia, 1425 Capital Federal Tel: (011-54-1) 774-7611 Direct Line: 775-0887 Telex: 18156 AMEMBAR FAX: (011-54-1) 775-4205	Max Bowser Agricultural Counselor	American Embassy APO AA 34034-0001
Australia, Canberra American Embassy Moonah Place Yarralumla, A.C.T. 2600 Tel: (011-61-6) 270-5854 Telex: AA62104 USAEMB FAX: (011-61-62) 273-1656	John E. Riesz Agricultural Counselor	American Embassy APO AP 96549
Austria, Vienna (also Hungary and Czechoslovakia) American Embassy Boltzmanngasse 16, A-1091 Tel: (011-43-222) 315-511 Telex: 114634 FAX: (011-43-222) 310-82-08	Frank J. Tarrant Agricultural Counselor	American Embassy Unit 27937, Box 14 APO AE 09222
Bahrain, Manama American Embassy P.O. Box 26431 Manama, Bahrain Tel: (011-973) 273-300 Telex: 9398 USATO BN FAX: (011-973) 274-233 Workweek: Saturday - Wednesday	Philip A. Letarte Agricultural Trade Officer	American Embassy PSC 451 FPO AE 09834-5100

Bangladesh, Dhaka

American Embassy

10, Dilkusa C.A.

Jiban Bima Bhaban

Tel: (011-800-2) 280-077

/231-024

Telex: 642319 AEDKA BJ

FAX: (011-800-2) 411-648

Workweek: Sunday - Thursday

Daniel B. Conable

Agricultural Counselor

(Resides in New Delhi)

Dhaka

U.S. Dept. of Agriculture-FAS

Washington, DC 20250-6000

Belgium, Brussels

(also Luxembourg)

American Embassy

27 Blvd. du Regent

B-1000 Brussels

Tel: (011-32-2) 513-3830

Telex: 846-21336

FAX (011-32-2) 513-7261

Verle Lanier

Agricultural Counselor

American Embassy

APO AE 09724

Belgium, Brussels

U.S. Mission to the European

Communities (USEC)

40 Blvd. du Regent

Brussels 1000

Tel: (011-32-2) 513-4450

Telex: 21336

FAX: (011-32-2) 511-0918

Bryant H. Wadsworth

Agricultural

Minister-Counselor

American Embassy

FAS/USEC,

PSC 82, Box 002

APO AE 09724

Brazil, Brasilia

(also Paraguay)

American Embassy

Avenida das Nacoes, Lote No. 3

Tel: (011-55-61) 321-7272

Direct Line: 226-3159

Telex: 061-1091

FAX: (011-55-61) 225-9136

John Reddington

Agricultural Counselor

American Embassy

Unit 3500

APO AA 34030

Brazil, Rio de Janeiro

American Consulate General

Avenida Presidente Wilson, 147

Rio de Janeiro, RJ 20030

Tel: (011-55-21) 292-7117

Direct Line: 240-5759

Telex: 021-21466 CGEU

FAX: (011-55-21) 220-0439

John Reddington

Agricultural Officer

(Resides in Brasilia)

American Consulate General

Unit 3501

APO AA 34030

Brazil, Sao Paulo American Consulate General U.S. Trade Center Edificio Eloy Chaves Avenida Paulista 2439 Tel: (011-55-11) 881-6511 Telex: 011-25274 FAX: (011-55-11) 852-5154 ATTN: Agricultural Officer	Alan Hrapsky Agricultural Officer	American Consulate General Unit 3502 APO AA 34030
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Bulgaria, Sofia American Embassy, Sofia National Palace of Culture #1 Bulgaria Square, 5th Floor Tel: (011-359-2) 65-00-59 Telex: 22690 BG FAX: (011-359-2) 81-52-44	William P. Huth Agricultural Counselor	American Embassy-Sofia APO AE 09213
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Canada, Ottawa American Embassy 100 Wellington Street K1P 5T1 Tel: (1-613) 238-5335, ext. 267 Telex: 033582 FAX: 1-613) 233-8511	Richard McDonnell Agricultural Minister-Counselor	American Embassy P.O. Box 5000 Ogdensburg, NY 13669-0430
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Chile, Santiago American Embassy Codina Bldg. 1343 Agustinas Tel: (011-56-2) 710-133 Direct Line: 698-9626 Telex: 240062 USA-CL FAX: (011-56-2) 698-9626	Richard Helm Agricultural Attache	American Embassy Unit 4118 APO AA 34033
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China, People's Republic of, Beijing American Embassy Xiu Shui Dongjie 2 Tel: (011-86-1) 532-3431, ext. 275 Direct Line: 532-2962 Telex: 74U0483 AGBEI UC FAX: (011-86-1) 532-2962	Edwin Bauer Agricultural Counselor	Agricultural Affairs Office American Embassy PSC 461, Box 50 FPO AP 96521-0002
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China, People's Republic of, Beijing Xiu Shui Dongjie 2 Tel: (011-86-1) 532-3431, ext. 274 FAX: (011-86-1) 532-2962	Scott Sindelar Agricultural Trade Officer	U.S. Embassy PSC 461, Box 50 FPO AP 96521-0002
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<p>China, People's Republic of, Guangzhou American Consulate General China Hotel Office Tower Room 1259, Liu Hua Lu Road Tel: (011-86-20) 66-33-88, ext. 1283 Direct Line: 677-553 Telex: 44888 CHLGZ CN FAX: (011-86-20) 660-0703</p>	<p>Wayne Molstad Agricultural Trade Officer</p>	<p>U.S. Consulate (Guangzhou) PSC 461, Box 100 FPO AP 96521-0002</p>
<hr/>		
<p>Colombia, Bogota American Embassy Calle 37 #8-40 Tel: (011-571) 285-1300 Direct Line: 287-4556 Telex: 44843 FAX: (011-571) 287-3427</p>	<p>John Harrison Agricultural Attache APO AA 34038</p>	<p>American Embassy-AGR Unit 5119</p>
<hr/>		
<p>Costa Rica, San Jose (also Nicaragua) American Embassy Frente Al Centro Commercial De Pavas Tel: (011-506) 20-39-39 Direct Line: 316-483 FAX: (011-506) 32-7709</p>	<p>David B. Young Agricultural Attache</p>	<p>American Embassy APO AA 34020</p>
<hr/>		
<p>Cote D'Ivoire, Abidjan (also Guinea, Liberia, Senegal, Sierra Leone, and Zaire) 5 Rue Jesse Owens, 01 B.P. 1712 Tel: (011-225) 320-979/324-672 Direct Line: 213-996 Telex: 23660 FAX: (011-225) 223-259</p>	<p>Randy Zeitner Agricultural Attache</p>	<p>Abidjan U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000</p>
<hr/>		
<p>Denmark, Copenhagen (also Norway) American Embassy Dag Hammarskjolds Alle 24 Tel: (011-45-31) 423-144 Telex: 22216 FAX: (011-45-35) 430-278</p>	<p>Robert Tetro Agricultural Counselor</p>	<p>American Embassy, FAS APO AE 09716</p>

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Israel, Tel Aviv American Embassy 71 Hayarkon Street Tel: (011-972-3) 517-4338 Telex: 33376/371386 USFCS IL FAX: (011-972-3) 663-449	James Freckman Agricultural Counselor (Resides in Athens)	Office of Agricultural Affairs PSC 98, Box 100 (AGR) APO AE 09830
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Italy, Milan American Consulate General Via Principe Amedeo 20121 Milano Tel: (011-39-2) 2900-1841 Telex: 330208 FAX: (011-39-2) 659-9641	Holly Higgins Agricultural Officer	American Embassy/AGR PSC 59, Box M APO AE 09624-0007
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<p>Pakistan, Islamabad American Embassy Diplomatic Enclave Ramna 5, P.O. Box 1048 Tel: (011-92-51) 826-161 Telex: 5864 AE ISL PK FAX: (011-92-51) 821-409/822-004 Workweek: Sunday - Thursday</p>	<p>Frank Coolidge Agricultural Attache</p>	<p>American Embassy Unit 62200, Box 16 APO AE 09812-2200</p>
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<p>Philippines, Manila American Embassy 1201 Roxas Boulevard Tel: (011-63-2) 521-7116 Telex: 722-27366 AME PH FAX: (011-63-2) 818-9674</p>	<p>Larry Hall Agricultural Counselor</p>	<p>Office of Agricultural Affairs APO AP 96440</p>
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<p>Poland, Warsaw American Embassy Aleje Ujazdowskie 29/31 Tel: (011-48-22) 283-041, ext. 321 Telex: 814628 AGRUS PL FAX: (011-48-2) 628-1172</p>	<p>Weyland Beeghly Agricultural Counselor</p>	<p>Warsaw/AGR Unit 25402 APO AE 09213-5010</p>
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<p>Portugal, Lisbon American Embassy Room 114 Avenida das Forcas Armadas, 1600 Tel: (011-351-1) 726-6600/6659 Telex: 12528 AMEMB FAX: (011-351-1) 726-9721 (ATTN: Agricultural Attache)</p>	<p>Daniel K. Berman Agricultural Attache</p>	<p>American Embassy PSC 83 Box FAS APO AE 09726</p>

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Saudi Arabia, Riyadh American Embassy P.O. Box 94309 Riyadh 11693 Tel: (011-966-1) 488-3800, ext. 560 Telex: 401363 USFCS SJ FAX: (011-966-1) 482-4364 Workweek: Saturday - Wednesday	David Culver Agricultural Trade Officer (Resides in Riyadh)	American Embassy Unit 61307 APO AE 09803-1307
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Singapore (also Brunei and New Guinea) American Embassy 541 Orchard Road, 08-04 Liat Towers Singapore 0923 Tel: (011-65) 737-1233/737-1729 Telex: RS55318 USDA FAX: (011-65) 732-8307	Robert D. Fondahn Agricultural Trade Officer	American Embassy-Singapore FPO AP 96534-0001
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United Kingdom, London American Embassy 101 Wigmore Street, W1H 9AB Tel: (011-44-71) 287-2624 Telex: 296009 USAGOF FAX: (011-44-71) 287-2629	Lloyd Harbert Agricultural Trade Officer	Agricultural Trade Office-London Box 48 FPO AE 09498
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RELATED USDA AGENCIES

Agricultural Cooperative Service

The Agricultural Cooperative Service (ACS) of the USDA helps solve the problems of and creates opportunities for U.S. agricultural cooperatives. ACS staff assist cooperatives by providing (1) research reports and other publications that address broad topics, and (2) technical assistance studies that are aimed at solving specific problems of one or more cooperatives. ACS research reports and other publications are available to the public; technical assistance reports are only distributed to the cooperatives for which they were done.

To get a catalog of ACS publications and an order form, write to:

Agricultural Cooperative Service	U.S. Department of Agriculture P.O. Box 96576 Washington, DC 20090-6576
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Requests for technical assistance should be mailed to:

Agricultural Cooperative Service	Randall E. Torgerson Administrator	U.S. Department of Agriculture P.O. Box 96576 Washington, DC 20090-6756
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The ACS International Trade Program (ITP) conducts research on topics that are related to agricultural cooperatives engaged in international trade. The ITP may be contacted at:

International Trade Program Tel: (202) 690-1428 FAX: (202) 720-4641	Tracy Kennedy	Agricultural Cooperative Service U.S. Department of Agriculture Washington, DC 20090-6756
---	---------------	---

Agricultural Marketing Service

The food quality certification service (also called "acceptance service"), provided by USDA's Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user-fee basis, foreign buyers must submit the specification or contract to AMS in advance. The AMS will review the contract and work with the buyers to write a specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract. USDA also has grade standards for a wide variety of food products.

The following contacts are for AMS certification services.

Dairy Tel: (202) 720-3171 FAX: (202) 475-4844	Tracy Schonrock Chief	Dairy Grading Branch Dairy Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
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FAX: (202) 690-4119

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The Agricultural Marketing Service also offers services to exporters through its Transportation and Marketing Division (TMD). Economists, traffic management specialists, engineers, and agricultural marketing specialists help shippers solve transportation problems and monitor relevant regulatory issues. TMD helps exporters to:

Maintain Product Quality in Transit. TMD has published a series of handbooks and tip sheets for exporters on shipping practices that will assure products are delivered in top condition.

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Efficiently Use Transportation Services. TMD provides information and assistance to reduce transport costs and increase access to foreign markets. TMD monitors developments in double-stack and intermodal transportation and can help shippers evaluate their intermodal, air, and ocean service and rate options.

Further information and TMD publications may be obtained by contacting:

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Agricultural Research Service

The Agricultural Research Service (ARS) works to improve farm production, processing, and marketing. ARS provides exporters with information on research and consultations on transportation, packaging, storage, refrigeration, plant and animal diseases and disorders, insect control, and pesticide residues. It also publishes studies on the best ways to select, pack, and ship for export. The following contacts can assist you in these areas.

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The National Program Staff can answer questions about product quality, use, and losses or quarantine. Questions in these areas should be directed to:

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FAX: (301) 504-6191

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BARC-West
Beltsville, MD 20705

Product Use Tel: (301) 504-6918 FAX: (301) 504-6231	(Vacant) National Program Leader	Room 236, Building 005 BARC-West Beltsville, MD 20705
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Product Losses, Quarantine Tel: (301) 504-5321 FAX: (301) 504-5467	Kenneth Vick National Program Leader	Room 218, Building 005 BARC-West Beltsville, MD 20705
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**Animal and Plant
Health Inspection
Service**

The Animal and Plant Health Inspection Service (APHIS) is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nation(s). In addition, APHIS offices provide U.S. exporters with import requirements of foreign nations for livestock and plants.

Questions about export services offered by APHIS should be directed to:

Plant Protection and Quarantine (PPQ) Tel: (301) 436-8537 FAX: (301) 436-5786	Leonard M. Crawford Senior Operations Officer	Animal and Plant Health Inspection Service Room 633, Federal Building 6505 Belcrest Road Hyattsville, MD 20782
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Veterinary Services (VS) Tel: (301) 436-8590 FAX: (301) 436-6402	Dr. Robert Whiting Chief Staff Veterinarian	Animal and Plant Health Inspection Service Room 764, Federal Building 6505 Belcrest Road Hyattsville, MD 20782
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**Cooperative State
Research Service**

The Cooperative State Research Service (CSRS) participates in research and program planning between the States and USDA to encourage regional and national cooperation. CSRS administers Federal appropriations for agricultural research carried out by State agricultural experiment stations, forestry schools, 1890 land-grant universities and Tuskegee Institute, and selected veterinary colleges.

**Cooperative State
Research Service**
Tel: (202) 401-4772
FAX: (202) 401-1706

Dr. Clark R. Burbee
Program Manager

Rm. 329 Aerospace Center
U.S. Department of Agriculture
Washington, DC 20250-2200

International Trade Development Centers for Agriculture

The CSRS administers grants for International Trade Development Centers (ITDC's). The ITDC's provide programs and services to farmers and agribusinesses to enhance exports of agricultural and forestry commodities and related products. Activities include developing and promoting programs unique to each region's agricultural products, conducting research, providing market information, and offering conferences and seminars for exporters. There are 11 federally funded ITDC's in 9 States, most with some connection to land-grant colleges and universities. The following list provides contact names and addresses.

Idaho Tel: (208) 885-6446 FAX: (208) 885-6654	Dr. Al J. Lingg Director	International Programs College of Agriculture University of Idaho Moscow, ID 83843
Iowa Tel: (515) 294-1184 FAX: (515) 294-6336	William H. Meyers Executive Director	Midwest Agribusiness Trade Research and Information Center Room 578, Heady Hall Iowa State University Ames, IA 50011
Iowa Tel: (515) 283-1212 FAX: (515) 283-4317	Steve Noan Director	Midwest Agribusiness Trade Research and Information Center 1000 Walnut Street Des Moines, IA 50309
Kansas Tel: (316) 262-3232 FAX: (316) 262-3585	Elliot Wimberly President	Mid-America World Trade Center Epic Center - Suite 11860 301 N. Main Street Wichita, KS 67202
Kentucky Tel: (606) 257-7265 FAX: (606) 258-1026	Dr. Michael R. Reed Executive Director	Center for Agricultural Export Development College of Agriculture 300 Bradley Hall University of Kentucky Lexington, KY 40506-0058

North Dakota Tel: (701) 237-7736 FAX: (701) 237-7235	Dr. Brendan J. Donnelly Director	International Trade Development Development Center Box 5183 Northern Crops Institute North Dakota State University Fargo, ND 58105
Oklahoma Tel: (405) 744-7693 FAX: (405) 744-8973	Harry W. Birdwell Acting Director	Center for International Trade Development 109 Cordell North Oklahoma State University Stillwater, OK 74078-0390
Oregon Tel: (503) 295-0823 FAX: (503) 295-2735	Richard Gustafson Director	Wheat Marketing Center 1200 N.W. Front Avenue Suite 230 Portland, OR 97209-2880
Washington Tel: (206) 543-8684 FAX: (206) 543-3254	Dr. Bruce Lippke Director	CINTRAFOR College of Forest Resources AR-10 University of Washington Seattle, WA 98195
Washington Tel: (509) 335-6653 FAX: (509) 335-3958	Dr. Desmond O'Rourke Director	IMPACT College of Agriculture and Home Economics Washington State University Pullman, WA 99164-6214
West Virginia Tel: (304) 293-7577 FAX: (304) 293-7579	Dr. Ramsay Smith Executive Director	Appalachian Export Center for Hardwoods West Virginia University 4000 Hampton Center P.O. Box 6061 Morgantown, WV 26506-6061

Economic Research Service

The Economic Research Service (ERS) is a major source of expertise, data, models, and research information about the agricultural economies and policies of foreign countries, the agricultural trade and development relationships between foreign countries and the United States, and U.S. agricultural policies. Topics covered include agricultural and trade policies and their relationship to the economic, technical, and political factors affecting agricultural trade among countries; economic and agricultural market structure, efficiency, and performance of foreign countries; technical production systems of foreign countries; and foreign governments' production, consumption, monetary, and trade policies.

To receive information about ERS publications and technical reports, write or call:

Publications and Reports Tel: (202) 219-0512 FAX: (202) 219-0112	Information Division	Economic Research Service U.S. Department of Agriculture 1301 New York Avenue, N.W. Room 208 Washington, DC 20005-4788
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Extension Service

The Cooperative Extension System (CES) is a nationwide educational network linking research, science, and technology to the needs of people where they live and work. Under its international marketing and revitalizing rural America initiative, the CES is developing practical educational programs and delivering information designed to increase U.S. participation in global markets.

Extension education combines the expertise and resources of Federal, State, and local governments. Partners in this one-of-a-kind system are the Extension Service of the USDA, extension professionals at land-grant universities throughout the United States and its territories, and extension professionals in nearly all 3,150 counties of the United States.

Linkages with other private and public organizations increase the breadth and depth of the network. The CES is mobilizing to assure that educational programs, publications, databases, and referral services critical to participation in global markets reach audiences in rural areas of the United States.

For further information about Extension Service initiatives, contact:

International Marketing	Dr. Dixon Hubbard	Extension Service
Tel: (202) 720-4341	National Initiative Team	U.S. Department of Agriculture
FAX: (202) 720-4924	Leader	Washington, DC 20250-0900

The directory of State Extension Service Directors and Administrators, a brochure on 1890 and Tuskegee Extension Programs, and other publications are available upon request from:

Communication, Information, and Technology	Dr. Janet Poley	Extension Service
Tel: (202) 720-3029	Director	U.S. Department of Agriculture
FAX: (202) 690-0289		Washington, DC 20250-0900

Federal Grain Inspection Service

The Federal Grain Inspection Service (FGIS) certifies that grain produced in the United States meets the official United States Standards for Grain. These standards are implemented through a system of uniform guidelines covering sampling and grading. Similar controls exist to maintain the integrity of the weight of the grain. Grain standards are designed to assure a uniform product and to demonstrate to buyers and sellers that trading in the U.S. marketplace is a reliable and productive activity. The FGIS administers these systems through its headquarters in Washington, DC, and field offices in 25 States and Canada. For further information, contact:

Federal Grain Inspection Service	International Monitoring Staff	U.S. Department of Agriculture
Tele: (202) 720-0226		Room 1627, South Building
Telex: 7408001 PTCH UC		P.O. Box 96454
FAX: (202) 720-1015		Washington, DC 20090-6454

**Food Safety and
Inspection Service**

USDA export certification of meat and poultry products assures that the product, at the time of export certification, is sound, properly labeled, U.S. inspected and passed, and meets any requirements of the importing country. Questions about export certification should be directed to:

William Dubbert
Deputy Administrator

Food Safety and
Inspection Service
U.S. Department
of Agriculture
Room 341-E,
Administration Building
Washington, DC 20250
Tel: (202) 720-3473
FAX: (202) 690-3856

Dr. William Havlik
Assistant Deputy
Administrator
Food Safety and
Inspection Service
U.S. Department
of Agriculture
Room 341-E,
Administration Building
Washington, DC 20250
Tel: (202) 720-2644
FAX: (202) 690-3856

Dr. Robert E. Fetzner
Director, Export
Coordination Division
Food Safety and
Inspection Service
U.S. Department
of Agriculture
Room 0019-South Building
Washington, DC 20250
Tel: (202) 720-9051
FAX: (202) 690-3856

**National
Agricultural Library**

The National Agricultural Library (NAL) of the USDA is the largest agricultural library in the world, with approximately 2.2 million volumes and subscriptions to 26,000 periodicals from all over the world. The NAL is a repository for books, journals, maps, microforms, films, videocassettes, filmstrips, slides, and microcomputer software. It is the coordinator and primary resource for a national network of State land-grant universities and USDA field libraries working together to deliver information to those with an interest in agriculture and related topics. For general information about NAL, contact:

Library Services
Tel: (301) 504-5755
FAX: (301) 504-5675

National Agricultural
Library

U.S. Department of Agriculture
10301 Baltimore Boulevard
Beltsville, MD 20705

In addition, the NAL produces AGRICOLA, a computerized database indexing more than 2 million books and articles relating to all aspects of agriculture. The database is accessible through two nationwide information retrieval systems, DIALOG and BRS. For further information about accessing AGRICOLA through these systems, contact:

Computerized Information
Retrieval
Tel: (800) 3-DIALOG

DIALOG Information
Services, Inc.

3460 Hillview Avenue
Palo Alto, CA 94304

Agricultural Trade and Marketing Information Center

The Agricultural Trade and Marketing Center of the National Agricultural Library focuses on agribusiness, countertrade (barter), exports, and trade development. It uses the worldwide resources of the NAL collection to organize and disseminate information. The Center's staff can assist exporters in accessing NAL's extensive collections on a broad range of trade and marketing subjects, refer exporters to organizations or experts in the field, identify current research conducted by USDA research agencies, furnish bibliographies on a variety of trade and marketing topics, and perform brief searches of the AGRICOLA database or assist exporters in their own AGRICOLA searches. For more information about the Information Center, contact:

**Agricultural Trade and
Information Center**
Tel: (301) 504-5719
FAX: (301) 344-5472

National Agricultural
Library

U.S. Department of Marketing
10301 Baltimore Boulevard
Room 304
Beltsville, MD 20705

STATE DEPARTMENT OF AGRICULTURE AND ASSOCIATED ORGANIZATIONS

National Association of State Departments of Agriculture

The National Association of State Departments of Agriculture is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four territories.

National Association of State Departments of Agriculture	Richard Kirchhoff Executive Vice President	1156 15th Street, N.W., Suite 1020 Washington, DC 20005
Tele: (202) 296-9680		
Telex: 9103500181 NASDA UD		
FAX: (202) 296-9686		

Eastern U.S. Agricultural and Food Export Council, Inc.

Ten Northeastern State departments of agriculture form this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Eastern U.S. Agricultural and Food Export Council, Inc.	Roland L. Gaskill Executive Director	214 Senate Avenue, Suite 600 Camp Hill, PA 17011
Tele: (717) 731-6017		
Telex: 420859 EUSAFEC		
FAX: (717) 731-6019		

Mid-America International Agri- Trade Council

The Mid-America International Agri-Trade Council (MIATCO) is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Mid-America International Agri-Trade Council	Drayton C. Mayers Executive Director	400 West Erie St., Suite 100 Chicago, IL 60610
Tele: (312) 944-3030		
Telex: 880179 MIATCO CGO		
FAX: (312) 944-1144		

Southern United States Trade Association

The Southern United States Trade Association (SUSTA) is an association of the departments of agriculture of 15 Southern States and the Commonwealth of Puerto Rico. SUSTA promotes food and other agricultural exports from its member States. Members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

Southern United States Trade Association	Scott Hanson Executive Director	World Trade Center, Suite 1540 2 Canal Street New Orleans, LA 70130-1408
Tele: (504) 568-5986		
Telex: 287859 SUSTA NLN		
FAX: (504) 568-6010		

**Western U.S.
Agricultural Trade
Associations**

Ten Western State departments of agriculture and one territory form the Western U.S. Agricultural Trade Association (WUSATA) to promote food and other agricultural exports. WUSATA members are Alaska, American Samoa, California, Colorado, Hawaii, Idaho, New Mexico, Oregon, Utah, Washington, and Wyoming.

**Western U.S. Agricultural
Trade Association**
Tel: (206) 574-2627
Telex: 298572 NEA UR
FAX: (206) 574-7083

Dr. James Youde
Executive Director

13101 N.E. Highway 99, Suite 200
Vancouver, WA 98686-2786

**State Departments
of Agriculture**

This list includes other agencies because some State departments of agriculture do not have the primary responsibility for export development. An asterisk (*) denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

**Alabama Department of
Agriculture and Industries**
Tel: (205) 242-2650
Tel: (205) 261-5872
FAX: (205) 240-3135

A.W. Todd
Commissioner

S. Gordon Persons Bldg.
P.O. Box 3336
Montgomery, AL 36109-0336

*Myron W. Whigham
Administrator
International Trade

**Alaska Department
of Natural Resources**
Tel: (907) 745-7200
FAX: (907) 745-7112
Tel: (907) 745-7200
FAX: (907) 745-7112

John W. Cramer
Director

P.O. Box 949
Palmer, AK 99645-0949

*Edward D. Kern
Development Specialist
Division of Agriculture

**American Samoa
Department of Agriculture**
Tel: 011 (43) 699-1497
TELEX 011 (43) 782-571

*Ta'alo P. Laufofo
Director

P.O. Box 366
Pago Pago,
American Samoa 96799

**Arizona Department of
Agriculture**
Tel: (602) 542-0998
FAX: (602) 542-5420
Tel: (602) 542-4927

Keith Kelly
Director

1688 West Adams
Room 421
Phoenix, AZ 85007

Julia Chaffin
Director for International Trade
and Investment

Tel: (602) 542-4927

Dan Bjerk
International Trade Specialist

Tel: (602) 542-4927

Sharon Chou
International Trade Specialist

Arkansas State Plant Board

Tel: (501) 225-1598
FAX: (501) 225-3590

Tel: (501) 682-1121
FAX: (501) 682-7691

Tele: (501) 682-3571
Telex: 536433 AIDC LRK

Gerald King
Director

Maria L. Haley
Marketing Director
Arkansas Industrial
Development Commission

*Charles E. Smith
Agricultural
Marketing Manager

No. 1 Natural Resources Drive
P.O. Box 1069
Little Rock, AR 72203

**California Department of
Food and Agriculture**

Tel: (916) 654-0433
FAX: (916) 654-0403
Tel: (916) 445-2491

Tel: (916) 322-4339

Henry J. Voss
Director

Jed Adams
Assistant Director
Division of Marketing
Services

Dale Wright
Trade Development
Agricultural Export
Programs

1220 N Street, Suite 409
Sacramento, CA 94271-0001

**Colorado Department of
Agriculture**

Tel: (303) 239-4100
FAX: (303) 239-4125

Tel: (303) 239-4114
Telex: 704381 STATE
OF COLORADO
FAX: (303) 866-4073

Tel: (303) 239-4114
FAX: (303) 239-4125

Steven W. Horn
Commissioner

Jim Rubingh
Program Administrator
Markets Development
Division

*Tim Larsen
Senior Marketing Specialist
Markets Development
Division

700 Kipling St. Suite 4000
Lakewood, CO 80215-5894

**Connecticut Department of
Agriculture**

Tel: (203) 566-4667
FAX: (203) 566-6094

Tel: (203) 566-4276

Tel: (203) 566-4276

John R.H. Blum
Commissioner
Hartford, CT 06106

Robert Pellegrino
Chief
Division of Markets

*David Nisely
International Marketing
Specialist

State Office Building
165 Capitol Avenue, Room 273

Delaware Department of Agriculture Tel: (302) 739-4811 FAX: (302) 697-6287 Tele: (302) 739-4811 Telex: 910-380-4874 FAX: (302) 697-6287 Tel: (302) 739-4811	Roland Derrickson Acting Secretary William T. Sammons, Jr. Marketing Manager Division of Markets *W. Robert Smallwood International Trade Marketing Specialist	2320 South Dupont Highway Dover, DE 19901
Florida Department of Agriculture and Consumer Services Tele: (904) 488-3022 Telex: (904) 488-3022 FAX: (904) 488-7585 Tel: (904) 488-4031 Tel: (904) 488-9948 Tel: (904) 488-4366 Miami Office Tel: (305) 325-3645	Bob Crawford Commissioner Dr. Vance Young Director Division of Marketing Mike Whitehead Supervisor to Development Representatives Division of Marketing Tony Fendrick Development Representative Dr. Roberto Parajon Development Representative	The Capitol Tallahassee, FL 32399-0810 8375 N.W. 53rd Street, Suite 103 Miami, FL 33166-4650
Georgia Department of Agriculture Tel: (404) 656-3600 FAX: (404) 656-9380 Tel: (404) 656-3740 Telex: 80-4349 GDA TRADE ATL Tel: (404) 656-3740	Thomas T. Irvin Commissioner *Lanny Williams Director of International Trade Robert A. Miller Assistant Director International Trade	Capitol Square Agriculture Building, Room 204 Atlanta, GA 30334
Guam Department of Agriculture Tel: (011-671) 734-3942 FAX: (011-671) 477-4826	Antonio Quitugua Director	P.O. Box 2950 Agana, Guam 96910

**Hawaii Department of
Agriculture**

Tel: (808) 548-7101
FAX: (808) 548-9613

Tel: (808) 548-7140
FAX: (808) 548-8524

Yukio Kitagawa
Chairperson of
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Honolulu, HI 96823-2159

*Masao Hanaoka
Head, Marketing and
Consumer Services
Division

**Idaho Department
of Agriculture**

Tel: (208) 334-3521
FAX: (208) 334-2170

Tel: (208) 334-2227
FAX: (208) 334-2879

Dr. W.G. Nelson
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P.O. Box 790
Boise, ID 83701

Kelly Olsen
Director, Marketing Division

**Illinois Department
of Agriculture**

Tel: (217) 782-2172
FAX: (217) 785-4505
Telex: 910 242 0514

Tel: (217) 782-6675
FAX: (217) 524-5960

Tel: (217) 782-6675
FAX: (217) 524-5960

Tel: (217) 782-6675
FAX: (217) 524-5960

Rebecca Doyle
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State Fairgrounds

Robert Schwarberg
Superintendent
Division of Marketing
& Promotion

*Perry Brown
Bureau Chief
International Trade
Division of Marketing
& Promotion

Gib Frier
International Marketing
Supervisor
Division of Marketing
& Promotion

**Indiana Department of
Commerce**

Tel: (317) 494-8391
FAX: (317) 494-7420
Telex: 276147
Tel: (317) 232-8770

Tel: (317) 232-8770
Telex: 810-341-3376
INCOMPETRO IND
FAX: (317) 232-8766

Terry D. Strueh
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Purdue University
Agriculture Administration
Building
West Lafayette, IN 47907-1140

Naomi Campbell
Coordinator

*David L. Miers
Director

**Iowa Department of
Agriculture and
Land Stewardship**

Tel: (515) 281-5322
FAX: (515) 281-6236

Tel: (515) 281-5993
Telex: 478332
IA AG MKTG DMS

Tel: (515) 281-5993

Dale M. Cochran
Secretary

Wallace Building
Des Moines, IA 50319

*Steve Pedersen
Director of Marketing

Steve Ferguson
International Trade Bureau Chief

**Kansas State Board
of Agriculture**

Tel: (913) 296-3558
FAX: (913) 296-2247
Telex: 494 4584 BOA TPK

Tel: (913) 296-3736
Telex: 494-4584 BOA TPK
FAX: (913) 296-5055

Tel: (913) 296-3736
FAX: (913) 296-5055

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*Jerry Dudley
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Tel: (502) 564-4696
FAX: (502) 564-6527

Tel: (502) 564-6571
FAX: (502) 564-6527

Tel: (502) 564-4696

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Capitol Plaza Tower, 7th Floor
Frankfort, KY 40601

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Director
Division of Markets

Hans Petereit
Director
International Marketing

**Louisiana Department of
Agriculture and Forestry**

Tel: (504) 922-1234
FAX: (504) 922-1253
Telex: 5109933256
LA DEPAG BTR

Tel: (504) 922-1280

Tel: (504) 922-1280

Robert F. Odom
Commissioner

P.O. Box 94302, Capitol Station
Baton Rouge, LA 70804-9302

Bryce Malone
Assistant Commissioner

*Roy Johnson
Director of Market
Development and
International Marketing,
Marketing Division

**Maine Department of
Agriculture**

Tel: (207) 289-3871
FAX: (207) 289-7548

Tel: (207) 289-2167

Bernard W. Shaw
Commissioner

Food and Rural Resources
Deering Building (AMHI)
State House, Station 28
Blossom Lane
Augusta, ME 04333

Carl Flora
Director
Division of Market Development

**Maryland Department of
Agriculture**

Tel: (301) 841-5880
FAX: (301) 841-5914

Tel: (301) 841-5770

Tel: (301) 333-8193

Robert L. Walker Jr.
Secretary

50 Harry S. Truman Parkway
Annapolis, MD 21401

Ralph H. Hemphill
Director of Marketing

David DeChant
International Marketing
Specialist

**Massachusetts Department
of Food and Agriculture**

Tel: (617) 727-3002
FAX: (617) 727-7235

Tel: (617) 727-3000, ext. 180
FAX: (617) 727-7235

Tel: (617) 727-3000, ext. 101

Gregory C. Watson
Commissioner

100 Cambridge Street, 21st Floor
Boston, MA 02202

Jim Hines
Director of Agricultural
Development

Mary Beth Guilfoyle
Foreign Trade Specialist

**Michigan Department
of Agriculture**

Tel: (517) 373-1050
FAX: (517) 335-1423
Telex: 4947458 MIAGUI

Tel: (517) 373-1054

Tel: (517) 373-1054

Tel: (416) 369-9630
FAX: (416) 369-9640

Bill Schuette
Director

P.O. Box 30017
611 W. Ottawa
Lansing, MI 48909

*Eugene Ruff, Director
World Trade
Services Division

Patricia Vander Voord
Deputy Director

Maria Arbuleu
International Marketing
Specialist

Minnesota Department of Agriculture Tel: (612) 297-3219 FAX: (612) 297-5522 Telex: 910 563 3592 Tel: (612) 297-2223 Tel: (612) 296-4222	Elton Redalen Commissioner Ralph Groschen Director of Marketing Sandy Jeffers Trade Representative	90 West Plato Boulevard Saint Paul, MN 55107
Mississippi Department of Agriculture and Commerce Tel: (601) 354-7050 FAX: (601) 354-6001 Tel: (601) 354-7098 FAX: (601) 354-6001	Jim Buck Ross Commissioner Roger E. Barlow Director of Marketing Director of International Trade	P.O. Box 1609 Jackson, MS 39215-1609
Missouri Department of Agriculture Tel: (314) 751-3359 Telex: 910-760-2452 MOAG INTDIVJEF FAX: (314) 751-1784 Tel: (314) 751-2613 FAX: (314) 751-2868 Tel: (314) 751-4338 FAX: (314) 751-2868	Timothy M. Kelley Director S. Wayne Yokley Director of Market Development Division Paul J.T. Burke International Marketing Program Supervisor	P.O. Box 630 100 East Capitol Boulevard Jefferson City, MO 65102
Montana Department of Agriculture Tel: (406) 444-3144 FAX: (406) 444-5409 Tel: (406) 449-2402 Telex: 313132 OWMARKET HEL	Everett Snortland Director Clive Rooney Marketing Bureau Chief	Agriculture/Livestock Building Capitol Station Helena, MT 59620-0201

**Nebraska Department of
Agriculture**

Tel: (402) 471-2341

FAX: (402) 471-3252

Tel: (402) 471-2341/4669

Tel: (402) 471-4876

FAX: (402) 471-3252

Tel: (402) 471-4876

Tel: (402) 471-4876

Larry E. Sitzman
Director

Patrick Ptacek
Deputy Director

Stan Garbacz
Director, Agricultural
Promotion and
Development Division

Tim Davis
Agricultural Promotion Manager

Rich Feldman
Agricultural Promotion Specialist

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P.O. Box 94947
Lincoln, NE 68509

**Nevada Department of
Agriculture**

Tel: (702) 688-1180

FAX: (702) 688-1178

Tel: (702) 486-4690

Tel: (702) 784-6401

*Thomas W. Ballow
Executive Director

Julie Wilcox
Commission on
Economic Development

Dick Rowe
Regional Coordinator

P.O. Box 11100
Reno, NV 89510

**New Hampshire Department of
Agriculture**

Tel: (603) 271-3551

FAX: (603) 271-1109

Tel: (603) 271-2505

FAX: (603) 271-1109

Stephen H. Taylor
Commissioner

Elizabeth J. Corell
Market Development

Caller Box 2042
Concord, NH 03302-2042

**New Jersey Department of
Agriculture**

Tel: (609) 292-3976

FAX: (609) 292-3978

Tel: (609) 292-5536

FAX: (609) 984-5367

Tel: (609) 292-3976

Tel: (609) 292-5536

FAX: (609) 984-5367

Arthur R. Brown Jr.
Secretary

John Repko
Director
Division of Markets

Bill Nivison
Agricultural Marketing
Specialist

Logan Brown
Chief
Market Development
and Promotions

CN 330
John Fitch Plaza
Trenton, NJ 08625

**New Mexico Department of
Agriculture**

Tel: (505) 646-3007
FAX: (505) 646-3303
Telex: 704666

Tel: (505) 646-4929
FAX: (505) 646-2661

Frank A. DuBois
Director/Secretary

P.O. Box 30005
Department 3189
Las Cruces, NM 88003-0005

Jean Croft
Director
Marketing and
Development Division

**New York State Department of
Agriculture and Markets**

Tel: (518) 457-4188
FAX: (518) 457-3087

Tel: (518) 457-3412
FAX: (518) 457-3087

Richard T. McGuire
Commissioner

1 Winners Circle
Capitol Plaza
Albany, NY 12235

*John Kearns
Senior Marketing
Representative
Division of Marketing

**North Carolina Department of
Agriculture**

Tel: (919) 733-7125
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The cooperator program is one of the oldest FAS market development efforts abroad. Projects are conducted by FAS, in cooperation with nonprofit commodity trade associations, to promote a vast variety of U.S. products.

Cooperator projects acquaint potential foreign customers with U.S. agricultural products to show them how these products might be used to their benefit. This helps create or stimulate demand for U.S. exports.

FAS and the cooperators share the financing of these projects, which are carried out by the cooperators under FAS supervision.

For a current list of overseas offices of foreign market development cooperators, contact the Marketing Operations Staff, Foreign Agricultural Service, Room 4932-South, Washington, DC 20250-1000. Tel. (202) 720-4327. FAX. (202) 720-9361.

U.S. Agricultural Export Development Council

The U.S. Agricultural Export Development Council (USAEDC) serves as liaison between FAS and producer/agribusiness organizations participating in the FAS cooperator/foreign market development and export incentive programs. Marketing Promotion Program participants also are USAEDC members. For further information about the USAEDC, contact:

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**Oilseeds and
Products**

American Soybean Association Tel: (314) 576-1770 Telex: 23 7407716 SOYA UC 4312061 USBEANS STL FAX: (314) 576-2786	Dennis B. Sharpe Chief Executive Officer	540 Maryville Centre Drive Suite 400 St. Louis, MO 63141-9200
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National Cottonseed Products Association Tel: (901) 682-0800 Telex: 650-274-5680 MCI FAX: (901) 682-2856	Lynn A. Jones Executive Vice President	P.O. Box 172267 Memphis, TN 38187-2267
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National Peanut Council Tel: (703) 838-9500 Telex: 440497 NPC DC FAX: (703) 838-9508	Jeanette H. Anderson Director	1500 King Street, Suite 301 Alexandria, VA 22314 International Marketing
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National Sunflower Association Tel: (701) 224-3019 Telex: 910-677-2331 NATLSUNFLUD FAX: (701) 224-2798	Larry Kleingartner Executive Director	4023 North State Street Bismark, ND 58501
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Seeds

American Seed Trade Association Tel: (202) 638-3128 Telex: (710) 822-9257 ASTA WASH FAX: (202) 638-3171	David R. Lambert Executive Vice President Mark S. Condon Vice President of International Marketing	601 13th Street, N.W., Suite 570 Washington, DC 20005-1593
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Cotton

Cotton Council International Tel: (202) 745-7805 Telex: 650-252-9879 MCI FAX: (202) 483-4040	David B. Collins International Program Coordinator	1521 New Hampshire Avenue, N.W., Suite 430 Washington, DC 20036
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International Institute for Cotton Tel: (202) 347-4220	Michaela C. Webb Administrative Assistant	1511 K Street, N.W., Suite 627 Washington, DC 20005
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Tobacco

Tobacco Associates, Inc.
Tel: (202) 828-9144
Telex: 64361 (TOBASIN)
FAX: (202) 828-9149

Kirk Wayne
President

1725 K Street, N.W., Suite 512
Washington, DC 20006

**Burley and Dark Leaf
Tobacco Export
Association, Inc.**
Tel: (202) 296-6820
FAX: (202) 476-6349

Claiborn H. Crain
Vice President
and Managing
Director

1100 17th Street, N.W., Suite 505
Washington, DC 20036

**Leaf Tobacco Exporters
Association, Inc.**
Tel: (919) 782-5151
FAX: (919) 781-0915

J. T. Bunn
Executive Vice President

3716 National Drive, Suite 114
Raleigh, NC 27612

EXPORT INCENTIVE PROGRAM PARTICIPANTS (BRANDED)

Agripac	Douglas V. Frengle	325 Patterson Street, NW Salem, Oregon 97304
Blue Diamond Growers Tel: (916) 446-8367 FAX: (916) 325-2880	Steve W. Easter Vice President	P.O. Box 1768 Sacramento, CA 95812
California Grown Nut Company	Frank Assali President	8618 East Whitmore Hughson, CA 95326
Del Monte Foods Tel: (415) 442-4823 FAX: (415) 442-4894	A. Ewan MacDonald Chief Executive Officer	1 Market Place San Francisco, CA 94119
Dimare Company Tel: (619) 347-3336 FAX: (209) 862-0103	Linda Clor	82-025 Avenue 44 Indio, CA 92201
Dole Dried Fruit & Nut Company Tel: (209) 449-6540 FAX: (209) 449-6543	Tom Diebert Manager, International Marketing & Sales	P.O. Box 28900 Fresno, CA 93729-8900
Dole Fresh Fruit Company Tel: (818) 879-6600 FAX: (818) 879-6628	Paul J. Yoder Manager	31355 Oakcrest Drive Westlake Village, CA 91361
Escalon Packers Tel: (209) 838-7341 FAX: (209) 838-6206	Charles H. Ronson President & CEO	1905 McHenry Avenue Escalon, CA 95320-0008
Hansa-Pacific Associates Tel: (408) 848-1060 FAX: (408) 848-2057	Donald P. Fehler Chairman	380 Tomkins Court Gilroy, CA 95020
Horizon Marketing Tel: (209) 738-8696 FAX: (209) 738-8699	Norman K. Evans President	1711 West Main Street Visalia, CA 93291
Hughson Nut Marketing Company Tel: (209) 883-0403 FAX: (209) 883-2973	Cynthia Broughton Director of Marketing	P.O. Box 1150 Hughson, CA 95326
Hunt-Wesson Foods International Tel: (714) 578-6400 FAX: (714) 578-6514	Peter Sill Regional Manager	1645 West Valencia Drive Fullerton, CA 92633-3899

International American Supermarkets Corporation Tel: (908) 981-8001 FAX: (908) 463-2124	Suhayl Sauma President	262 Old New Brunswick Road Piscataway, NJ 08854
Interfrost	Gary H. Gregory President	349 West Commercial Street Suite 2630 East Rochester, NY 14445
Lobue Brothers Tel: (209) 562-2548 FAX: (209) 562-1191	Joseph F. Lobue Director of Marketing	201 South Sweet Briar Avenue Lindsay, CA 93247
Norpac Food Sales Tel: (503) 635-9311 FAX: (503) 635-7498	Alan L. Baker	4350 S.W. Galewood Street Lake Oswego, OR 97035
Northwest Packing Company Tel: (206) 696-4356 FAX: (206) 696-0050	Neil Jones CEO/President	16th & Simpson Streets Vancouver, WA 98666
Ocean Spray Cranberries Tel: (508) 946-7526 FAX: (508) 946-7726	Chris J. Noblet Director International Relations	One Ocean Spray Drive Lakeville-Middleboro, MA 02349
The Pillsbury Company Tel: (612) 330-4088 FAX: (612) 330-4286	David J. Larson Director Finance Export Group	Mail Station 26F3 200 South 6th Street Minneapolis, MN 55402-1464
Sequoia Enterprises Tel: (209) 592-9455 FAX: (209) 732-7900	Philip Pescosolido	150 West Pine Street Exeter, CA 93221
Sunkist Growers Tel: (818) 379-7340 FAX: (818) 379-7024	William K. Quarles Vice President	P.O. Box 7888 Van Nuys, CA 91409-7888
Sun World International Tel: (619) 398-9600 FAX: (619) 398-9599	Douglas Barker Executive Vice President International Business Development	53-990 Enterprise Way Coachella, CA 92236
S.W. Fine Foods Tel: (415) 866-4500 FAX: (415) 866-1001	Norman Fung Area Manager	3160 Crow Canyon Road San Ramon, CA 94583-0587
Triad Group Tel: (916) 689-1589	Mark Parriera	55 Quinta Court, Suite B Sacramento, CA 95823-4302

Tri Valley Growers
Tel: (415) 445-1600
FAX: (415) 445-1628

Peter Thor
Executive Vice President
P.O. Box 7114
San Francisco, CA 94120-7114

Welch's Foods
Tel: (508) 371-8935

Everett North Baldwin
100 Main Street
Concord, MA 01742

OTHER U.S. GOVERNMENT ORGANIZATIONS

Export-Import Bank of the United States

The Export-Import Bank of the United States provides assistance in financing exports of U.S. goods and services. The Eximbank helps U.S. exporters compete in overseas markets against subsidized financing by foreign governments. It offers four major export support programs: loans, loan guarantees, working capital guarantees, and insurance. For general information about the Eximbank, contact:

Export-Import Bank of the United States
Tel: (202) 566-8873
FAX: (202) 566-7524

Robert J. Kaiser
Vice President
of Marketing
Small Business Office

811 Vermont Avenue, N.W.
Washington, DC 20571

The Eximbank also has an electronic bulletin board that can be accessed by modem. Information, news releases, and application forms are available. To reach the bulletin board, call (202) 566-4699. In addition, exporters can contact the Eximbank's Business Advisory Hotline at (800) 424-5201 for help and information.

U.S. Customs Service

The U.S. Customs Service has responsibility for assessing and collecting customs duties, excise taxes, fees, and penalties due on imported goods; preventing fraud and smuggling; controlling carriers, persons, and cargoes entering and departing the United States; intercepting illegal high-technology exports; cooperating with other Federal agencies in suppressing the traffic of illicit narcotics and pornography; enforcing reporting requirements of the Bank Secrecy Act; enforcing auto safety and emission control standards, flammable fabric restrictions, and animal and plant quarantine requirements; and protecting U.S. business and labor by enforcing regulations dealing with copyrights, trademarks, and quotas. As the principal border enforcement agency of the United States, Customs enforces some 400 provisions of law on behalf of more than 40 Federal agencies. For more information about the U.S. Customs Service, contact:

U.S. Customs Service
Tel: (202) 927-1770
FAX: (202) 927-1393

David Hoover
Director
Public Affairs Office

U.S. Department of the Treasury
1301 Constitution Avenue, N.W.
Washington, DC 20229

U.S. Department of Commerce

The Department of Commerce is responsible for programs involving agricultural machinery, equipment, fertilizer, veterinary supplies, and other noncommodity items.

United States and Foreign Commercial Service

The United States and Foreign Commercial Service (USFCS) within the International Trade Administration of the U.S. Department of Commerce provides export services including identification of foreign market opportunities, market research, sponsorship of overseas sales missions, participation in trade shows in foreign countries, export counseling, and reports on overseas traders. Further information can be obtained by contacting the nearest USFCS district office or:

Export Counseling
Tel: (202) 482-0543

United States and Foreign
Commercial Service
U.S. Department of Commerce
14th Street and
Constitution Avenue, N.W.
Room 1066
Washington, DC 20230

For information and assistance on U.S. seafood products, contact:

**Office of Trade and
Industry Services
National
Marine Fisheries Service**
Tel: (301) 713-2351
FAX: (301) 588-4853

Terry Ellington
Manager

Room 6490
1335 East-West Highway
Silver Spring, MD 20910

The USFCS also has district offices located in most States. For assistance, please contact the appropriate office listed below.

Alabama
Tel: (205) 731-1331

Gayle C. Shelton, Jr.
Director

Room 302 (Berry Building)
2015 2nd Avenue North
Birmingham, AL 35203

Alaska
Tel: (907) 271-6237

Charles Becker
Director

Suite 319 World Trade Center
4201 Tudor Center Dr.
Anchorage, AK 99508

Arizona
Tel: (602) 379-3285

Donald W. Fry
Director

Federal Building, Room 3412
230 North 1st Avenue
Phoenix, AZ 85025

Arkansas
Tel: (501) 324-5794

Lon J. Hardin
Director

USABLE Corporate Center
320 W. Capitol Avenue, Suite 811
Little Rock, AR 72201

California
Tel: (310) 575-7104

Daniel J. Young
Director

11000 Wilshire Boulevard
Room 9200
Los Angeles, CA 90024

Tel: (714) 836-2461

Jesse E. Campos
Director

116-A West 4th Street, Suite 1
Santa Ana, CA 92701

Tel: (619) 557-5395

Richard Powell
Director

6363 Greenwich Drive, Suite 145
San Diego, CA 92122

Tel: (415) 705-2300

Betty D. Neuhart
Director

250 Montgomery Street
14th Floor
Francisco, CA 94104

Colorado
Tel: (303) 844-3246

Paul Bergman
Acting Deputy Director

Suite 680
1625 Broadway
Denver, CO 80202

Connecticut
Tel: (203) 240-3530

Eric B. Outwater
Director

Federal Office Building
450 Main Street, Room 610-B
Hartford, CT 06103

Delaware

(Serviced by Philadelphia,
Pennsylvania District Office)

District of Columbia
(Serviced by Gaithersburg,
Maryland Office)

Steve Hall
Trade Specialist

Florida
Tel: (305) 536-5268

Ivan A. Cosimi
Director

Federal Building, Suite 224
51 S.W. First Avenue
Miami, FL 33130

Tel: (813) 461-0011

Federal Building,
c/o Greater Clearwater
Chamber of Commerce
128 North Osceola Avenue
Clearwater, FL 34615

Tel: (904) 791-2796

3100 University Boulevard South
Suite 200A
Jacksonville, FL 32216

Tel: (407) 648-1608

College of Business
Administration
CEBA II-Room 346
University of Central Florida
Orlando, FL 32816

Tel: (904) 488-6469

c/o Florida State Department
of Commerce
Collins Building, Room 366
107 West Gaines Street
Tallahassee, FL 32399-2000

Georgia
Tel: (404) 455-7860

George T. Norton, Jr.
Director

Plaza Square North, Suite 405
4360 Chamblee-Dunwoody Rd.
Atlanta, GA 30341

Tel: (912) 652-4204

James W. McIntire
Director

120 Barnard Street, A-107
Savannah, GA 31401

Hawaii
Tel: (808) 541-1782

George Dolan
Director

P.O. Box 50026
300 Ala Moana Boulevard
Honolulu, HI 96850

Idaho
Tel: (208) 334-9254

Stephen B. Thompson

2nd Floor, Joe R. Williams Bldg.
700 West State Street
Boise, ID 83720

Illinois Tel: (312) 353-4450 Tel: (312) 397-3000 ext. 2532 Tel: (815) 987-8123	Michael Simon Acting Director	Suite 1406 Mid-Continental Plaza Building 55 East Monroe Street Chicago, IL 60603 W. R. Harper College Algonquin and Roselle Road Palatine, IL 60067 515 North Court Street P.O. Box 1747 Rockford, IL 61110-0247
Indiana Tel: (317) 226-6214	Mel R. Sherar Director	One North Capitol, Suite 520 Indianapolis, IN 46204
Iowa Tel: (515) 284-4222	Jesse N. Durden Director	817 Federal Building 210 Walnut Street Des Moines, IA 50309
Kansas Tel: (316) 269-6160	George D. Lavid Trade Specialist	151 North Volusia Wichita, KS 67214-4695
Kentucky Tel: (502) 582-5066	Don R. Henderson Director	Room 636B Gene Snyder Courthouse and Customhouse Building 601 West Broadway Louisville, KY 40202
Louisiana Tel: (504) 589-6546	Paul L. Guidry Director	Suite 432 World Trade Center 2 Canal Street New Orleans, LA 70130
Maine Tel: (207) 622-8249	Stephen Nyulaszi Director	77 Sewall Street Augusta, ME 04330
Maryland Tel: (410) 962-3560	Dave Earl Director	U.S. Customs House, Suite 413 40 South Gay Street Baltimore, MD 21202
Massachusetts Tel: (617) 565-8563	Francis J. O'Connor Director	World Trade Center, Suite 307 Commonwealth Pier Area Boston, MA 02210

Michigan Tel: (313) 226-3650 Tel: (616) 456-2411	William Dahlin Acting Director	Room 1140 Patrick McNamara Building 477 Michigan Avenue Detroit, MI 48226 300 Monroe N.W., Room 409 Grand Rapids, MI 49503
Minnesota Tel: (612) 348-1638	Ronald E. Kramer Director	108 Federal Courts Building 110 South 4th Street Minneapolis, MN 55401
Mississippi Tel: (601) 965-4388	Mark E. Spinney Director	Jackson Mall Office Center Suite 328 300 Woodrow Wilson Boulevard Jackson, MS 39213
Missouri Tel: (816) 426-3141 Tel: (314) 425-3302	James D. Cook Director Donald R. Loso Director	601 East 12th Street, Suite 635 Kansas City, MO 64106 7911 Forsyth Boulevard, Suite 610 St. Louis, MO 63105
Montana (Serviced by Portland, Oregon District Office)		
Nebraska Tel: (402) 221-3664	George H. Payne Director	11133 O Street Omaha, NE 68137
Nevada Tel: (702) 784-5203	Joseph J. Jeremy Director	1755 E. Plumb Lane, Suite 152 Reno, NV 89502
New Hampshire (Serviced by Boston, Massachusetts District Office)		
New Jersey Tel: (609) 989-2100	Thomas J. Murray Director	3131 Princeton Pike, Building 6, Suite 100 Trenton, NJ 08648
New Mexico Tel: (505) 766-2070 Tel: (505) 827-0264	Sandy Necessary Trade Specialist	625 Silver, S.W., 3rd Floor Albuquerque, NM 87102 c/o Economic Development and Tourism Department 1100 Street Francis Drive Santa Fe, NM 87503

New York Tel: (716) 846-4191	Robert F. Magee Director	Federal Building, Suite 1312 111 West Huron Street Buffalo, NY 14202
Tel: (212) 264-0634	Milton A. Eaton Director	Federal Office Building 26 Federal Plaza - Foley Square New York, NY 10278
Tel: (716) 263-6480		111 East Avenue, Suite 220 Rochester, NY 14604
<hr/>		
North Carolina Tel: (919) 333-5345	Samuel P. Troy Regional Managing Director	400 West Market Street Suite 400 Greensboro, NC 27401
<hr/>		
North Dakota (Served by Omaha, Nebraska District Office)		
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Ohio Tel: (513) 684-2944	Gordon B. Thomas Director	Federal Office Building Suite 9504 550 Main Street Cincinnati, OH 45202
Tel: (216) 522-4750	Toby T. Zettler Director	668 Euclid Avenue, Room 600 Cleveland, OH 44114
<hr/>		
Oklahoma Tel: (405) 231-5302	Ronald L. Wilson Director	5-Broadway Executive Park Suite 200 6601 Broadway Extension Oklahoma City, OK 73116
Tel: (918) 581-7650		440 S. Houston Street Tulsa, OK 74127
<hr/>		
Oregon Tel: (503) 326-3001	Lloyd R. Porter Director	One World Trade Center Suite 242 121 S.W. Salmon Street Portland, OR 97204
<hr/>		
Pennsylvania Tel: (215) 962-4980 Tel: (412) 644-2850	Robert E. Kistler Director John A. McCartney Director	475 Allendale Road, Suite 202 King of Prussia, PA 19406 Federal Building, Suite 2002 1000 Liberty Avenue Pittsburgh, PA 15222
<hr/>		
Puerto Rico Tel: (809) 766-5555 ext. 555	J. Enrique Vilella Director	Federal Building, Room G-55 San Juan (Hato Rey), PR 00918

Rhode Island
Tel: (401) 528-5104
ext. 22

7 Jackson Walkway
Providence, RI 02903

South Carolina
Tel: (803) 724-4361

Tel: (803) 765-5345

Edgar L. Rojas
Director

JC Long Building
9 Liberty Street
Charleston, SC 29424
Strom Thurmond
Federal Building,
1835 Assembly Street
Columbia, SC 29201

South Dakota
(Serviced by Omaha,
Nebraska, District Office)

Tennessee
Tel: (901) 544-4137

Tel: (615) 736-5161

Ree Russell
International Trade
Specialist

Jim Charlet
Director

The Falls Building, Suite 200
22 North Front Street
Memphis, TN 38103

Parkway Towers, Suite 1114
404 James Robertson Parkway
Nashville, TN 37219-1505

Texas
Tel: (512) 472-5059
Tel: (214) 767-0542

Tel: (713) 229-2578

William Taylor
Executive Director

C. Carmon Stiles
Regional Managing
Director

James D. Cook
Director

P.O. Box 12728 - Capitol Station
Austin, TX 78711
2050 North Stemmons Frwy., S. 170
Dallas, TX 75242-0787

Federal Courthouse, Suite 2625
515 Rusk Street
Houston, TX 77002

Utah
Tel: (801) 524-5116

Stephen P. Smooth
Director

324 South State Street, Suite 105
Salt Lake City, UT 84111

Vermont
(Serviced by Boston,
Massachusetts, District Office)

Virginia
Tel: (804) 771-2246

Philip A. Ouzts
Director

Federal Building, Suite 8010
400 North 8th Street
Richmond, VA 23240

Washington
Tel: (206) 553-5615

C. Franklin Foster
Director

3131 Elliott Avenue, Room 290
Seattle, WA 98121

West Virginia

Roger L. Fortner

405 Capitol Street
Suite 807
Charleston, WV 25301**Wisconsin**

Tel: (414) 297-3473

Patrick A. Willis
DirectorFederal Building and U.S.
Courthouse
Room 596
517 East Wisconsin Avenue
Milwaukee, WI 53202**Wyoming**(Served by Denver,
Colorado District Office)**National Oceanic and Atmospheric Administration**

The National Oceanic and Atmospheric Administration (NOAA) conducts various activities which benefit U.S. seafood exporters by improving access to markets in other countries. NOAA, with the assistance of the National Marine Fisheries Service (NMFS), addresses worldwide trade problems affecting U.S. fishery exports by supporting multilateral negotiations (such as the Uruguay Round of the General Agreement on Tariffs and Trade), and bilateral negotiations for improved trade in fishery products with other countries. NMFS also provides fee-for-service inspection for fishery commodities for export.

In addition, NOAA fishery specialists in Brussels, Belgium, and Tokyo, Japan, provide trade leads, market research, export counseling, and support for international trade shows.

For information on trade matters, contact:

**National Marine
Fisheries Service**Tel: (301) 713-2351
FAX: (301) 588-4853Terry Ellington
Office of Trade and
Industry Services1335 East-West Highway
Silver Spring, MD 20910

The NMFS also has five regional offices located in the following areas.

Alaska RegionTel: (907) 586-7221
Telex: 45377 NMFS AKR JNUP.O. Box 21668
Juneau, AK 99802**Southwest Region**

Tel: (213) 514-6677

300 South Ferry Street
Room 2016
Terminal Island, CA 90731

Northeast Region
Tel: (508) 281-9300
Telex: 940007 NMFS GLOS

One Blackburn Drive
Gloucester, MA 01930

Southeast Region
Tel: (813) 893-3141

Duval Building
9450 Koger Boulevard
St. Petersburg, FL 33702

Northwest Region
Tel: (206) 527-6150
Telex: 910-44-2786 NMFS SEA

7600 San Point Way
BIN C 15700, Building 1
Seattle, WA 98115

Export Inspection Services

The NMFS inspects and analyzes fishery commodities for export and issues official U.S. Government certificates attesting to the findings. It can provide bilingual certificates for shipments to France and Belgium.

The NMFS inspection, certification, and analytical services are available on a fee-for-service basis for the following:

- Origin and species of fish.
- Sanitary condition of processing facilities.
- Product inspection for wholesomeness, safety, and suitability for human consumption.
- Chemical, biological, and physical tests for adulterants, contaminants, and microconstituents.
- Quantity of contents in terms of net and drained weight.
- Appropriateness of labeling and packaging integrity.
- Other factors requested by applicant.

For assistance with product standards and fishery product inspection services, contact:

**National Marine
Fisheries Service**
Tel: (301) 713-2355

Richard V. Cano

1335 East-West Hwy.
Silver Spring, MD 20910

Or, contact the NMFS office nearest you:

Northeast Inspection Office
Tel: (508) 281-9292

One Blackburn Drive
Gloucester, MA 09130

Western Inspection Office
Tel: (213) 894-5369
FAX: (213) 894-5398

5600 Rickenbacker Road
Building 7
Bell, CA 90201

Southeast Inspection Office
Tel: (813) 893-3155

Duval Building
9450 Koger Boulevard
St. Petersburg, FL 33702

**U.S. International
Development
Cooperation
Agency**

The U.S. International Development Cooperation Agency (IDCA) helps plan and coordinate policies on international economic issues affecting developing countries. The Agency's mission is to ensure that development goals are taken fully into account in all executive branch decisions on trade, financing and monetary affairs, technology, and other economic policy issues affecting less developed nations. It also provides strong direction for U.S. economic policies toward the developing world and a coherent development strategy through the effective use of U.S. bilateral development assistance programs and U.S. participation in multilateral development organizations. The Agency for International Development (AID), Overseas Private Investment Corporation (OPIC), and Trade and Development Program (TDP) are part of the IDCA. For more information, contact:

U.S. International Development Cooperation Agency	Mark Edelman Deputy Administrator	320 21st Street, N.W. Washington, DC 20523
Tel: (202) 647-8578		
FAX: (202) 647-1770		

Agency for International Development

AID carries out economic assistance programs designed to help developing countries improve their human and economic resources, increase their productive capacities, and improve the quality of life. AID programs also promote economic and political stability in friendly countries.

The U.S. Small Business Administration serves as an information clearinghouse for U.S. businesses, organizations, and institutions interested in providing AID-financed goods and services. For information, contact:

Agency for International Development	James Michael Acting Administrator	320 21st Street, N.W. Washington, DC 20523
Tel: (202) 647-9620		
FAX: (202) 647-1770		

Overseas Private Investment Corporation

OPIC assists U.S. private investment in over 100 developing nations. It encourages investment projects that will help the social and economic development of these countries. At the same time, it helps the U.S. balance of payments through the profits returned to this country, as well as the U.S. jobs and exports created. OPIC offers U.S. investors assistance in finding investment opportunities, insurance to protect their investments, and loans and loan guarantees to help finance their projects. For more information, contact:

Overseas Private Investment Corporation	Fred Zeder President and Chief Executive Officer	1100 New York Avenue, N.W. Washington, DC 20527
Tel: (202) 336-8400		
FAX: (202) 408-9859		

U.S. Trade and Development Program

TDP finances feasibility studies for high-priority development projects that will be financed by the World Bank, other international financial institutions, or from the host country's own resources. TDP-financed studies are performed only by U.S. firms.

TDP serves as the coordinating and authorizing agency for the provision of government-to-government technical assistance on a fully reimbursable basis. TDP finances planning services to help U.S. firms become involved in development projects with substantial U.S. export potential.

TDP also assists U.S. firms in planning overseas investment projects by performing cost-sharing feasibility studies on the condition of reimbursement if the project is implemented. For more information, contact:

**U.S. Trade and
Development Program**
Tel: (703) 875-4357
FAX: (703) 875-4009

Priscilla Rabb
Director

State Annex 16
Room 309
Washington, DC 20523

U.S. Small Business Administration

The U.S. Small Business Administration (SBA) assists current and potential small business exporters through business development and financial assistance programs. These programs are provided through the SBA's network of field offices around the country. For general information about SBA, contact:

**U.S. Small Business
Administration**
Tel: (800) 827-5722 (U-ASK-SBA)
Tel: (202) 205-6720 (in Washington, DC)
FAX: (202) 205-7272

Office of International Trade
Room 600
409 3rd Street, S.W.
Washington, DC 20416

Key contacts within the SBA are:

Business Development Assistance, (202) 205-6665

Financial Assistance, Office of Business Loans, (202) 205-6490

Small Business Innovation Research Program, (202) 205-6450

Office of Advocacy, (202) 205-6531

International Trade Assistance, (202) 205-6720

In addition, the SBA offers the following programs, which may be useful to agricultural exporters:

SCORE (Service Corps of Retired Executives) - Sponsored by the SBA, these locally chartered volunteer organizations provide problem-solving assistance to small businesses. SCORE tries to match counselor experience with client needs. National SCORE Office, (202) 205-6200 or 1-800-U-ASK-SBA

Small Business Development Centers (SBDC) - The SBDC's are located in 49 States, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands. There are over 600 service locations across the country. SBDC's offer "one-stop" assistance to small businesses, making a wide variety of information and guidance available on management techniques and technology. Most SBDC's are headquartered at universities or colleges, with approximately 600 sub-centers located throughout the United States in easily accessible areas.

MULTILATERAL ORGANIZATIONS

International Monetary Fund

The International Monetary Fund (IMF) promotes international monetary cooperation by providing mechanisms for consultation and collaboration on international monetary problems. It facilitates the expansion and balanced growth of international trade, promotes exchange stability, and assists in the multilateral system of payments for transactions between members.

For further information, contact:

International Monetary Fund	Hernan Puentes	700 19th Street, N.W.
Tel: (202) 623-7062	Chief Information Officer	Washington, DC 20431
FAX: (202) 623-6582	External Relations	
	Department	

Organization for Economic Cooperation and Development

The Organization for Economic Cooperation and Development (OECD) is an international, intergovernmental organization that promotes policies designed to achieve the highest possible sustainable economic growth, employment, and standard of living in its 24 member countries. It contributes to sound economic expansion in member as well as nonmember countries and to the expansion of world trade on a multilateral, nondiscriminatory basis in accordance with international obligations.

For further information, contact:

Organization for Economic Cooperation and Development	Denis Lamb	2001 L Street, N.W., Suite 700
Tel: (202) 785-6323	Head, Publications and	Washington, DC 20036
FAX: (202) 785-0350	Information Center	

The World Bank

The International Bank for Reconstruction and Development (World Bank) assists less developed member countries by facilitating the investment of capital for productive purposes. The World Bank promotes private foreign investment and, when private capital is not available on reasonable terms, supplements it by providing financing primarily from funds raised in the world capital markets and other resources. The World Bank promotes the long-range, balanced growth of international trade and a continued balance of payments in its member countries by encouraging international investment for the development of member resources, thereby raising productivity and the standard of living. For further information, contact:

The World Bank	Tim Cullen	1818 H Street, N.W., Room E-8059
Tel: (202) 473-1782	Chief of Information	Washington, DC 20433
FAX: (202) 676-0578	and Public Affairs	

FOREIGN EMBASSIES IN THE UNITED STATES

Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the foreign consulates located at many leading U.S. ports-of-entry.

Afghanistan Tel: (202) 234-3770 FAX: 328-3516	Embassy of the Republic of Afghanistan	2341 Wyoming Avenue, N.W. Washington, DC 20008
Algeria Tel: (202) 265-2800 FAX: 667-2174	Embassy of the Democratic and Popular Republic of Algeria	2118 Kalorama Road, N.W. Washington, DC 20008
Antigua and Barbuda Tel: (202) 362-5211 FAX: 362-5225	Embassy of Antigua and Barbuda	3400 International Drive, N.W. Suite 4M Washington, DC 20008
Argentina Tel: (202) 939-6400 FAX: 332-3171	Embassy of the Argentine Republic	1600 New Hampshire Avenue, N.W. Washington, DC 20009
Australia Tel: (202) 797-3000 FAX: 797-3168	Embassy of Australia	1601 Massachusetts Avenue, N.W. Washington, DC 20036
Austria Tel: (202) 895-6750 FAX: 895-6750	Embassy of Austria	3524 International Court, N.W. Washington, DC 20008
Bahamas Tel: (202) 319-2660 FAX: 319-2668	Embassy of the Commonwealth of the Bahamas	2220 Massachusetts Avenue, N.W. Washington, DC 20008
Bahrain Tel: (202) 342-0741 FAX: 362-2192	Embassy of the State of Bahrain	3502 International Drive, N.W. Washington, DC 20008
Bangladesh Tel: (202) 342-8372 FAX: 333-4971	Embassy of the People's Republic of Bangladesh	2201 Wisconsin Avenue, N.W. Washington, DC 20007
Barbados Tel: (202) 939-9200 FAX: 332-7467	Embassy of Barbados	2144 Wyoming Avenue, N.W. Washington, DC 20008
Belgium Tel: (202) 333-6900 FAX: 333-3079	Embassy of Belgium	3330 Garfield Street, N.W. Washington, DC 20008

Belize Tel: (202) 332-9636 FAX: 332-6888	Embassy of Belize	2535 Massachusetts Ave., N.W. Washington, DC 20008
Benin Tel: (202) 232-6656 FAX: 265-1996	Embassy of the People's Republic of Benin	2737 Cathedral Avenue, N.W. Washington, DC 20008
Bolivia Tel: (202) 483-4410 FAX: 328-3712	Embassy of Bolivia	3014 Massachusetts Avenue, N.W. Washington, DC 20008
Botswana Tel: (202) 244-4990 FAX: 244-4164	Embassy of the Republic of Botswana	3400 International Drive, N.W. Suite 7M Washington, DC 20008
Brazil Tel: (202) 745-2700 FAX: 745-2827	Brazilian Embassy	3006 Massachusetts Avenue, N.W. Washington, DC 20008
Brunei Tel: (202) 342-0159 FAX: 342-0158	Embassy of the State of Brunei Darussalam	2600 Virginia Avenue, N.W. Watergate, Suite 300, 3rd Floor Washington, DC 20037
Bulgaria Tel: (202) 387-7969 FAX: 234-7973	Embassy of the People's Republic of Bulgaria	1621 22nd Street, N.W. Washington, DC 20008
Burkina Faso Tel: (202) 332-5577 FAX: 667-1882	Embassy of Burkina Faso	2340 Massachusetts Avenue, N.W. Washington, DC 20008
Burma (See Myanmar)		
Burundi Tel: (202) 342-2574 FAX: 342-2578	Embassy of the Republic of Burundi	2233 Wisconsin Avenue, N.W. Suite 212 Washington, DC 20007
Cameroon Tel: (202) 265-8790 FAX: 387-3826	Embassy of the Republic of Cameroon	2349 Massachusetts Avenue, N.W. Washington, DC 20008
Canada Tel: (202) 682-1740 FAX: 682-7726	Embassy of Canada	501 Pennsylvania Avenue, N.W. Washington, DC 20001

Cape Verde Tel: (202) 965-6820 FAX: 965-1207	Embassy of the Republic of Cape Verde	3415 Massachusetts Avenue, N.W. Washington, DC 20007
Central African Republic Tel: (202) 483-7800	Embassy of Central African Republic	1618 22nd Street, N.W. Washington, DC 20008
Chad Tel: (202) 462-4009 FAX: 265-1937	Embassy of the Republic of Chad	2002 R Street, N.W. Washington, DC 20009
Chile Tel: (202) 785-1746 FAX: 887-5579	Embassy of Chile	1732 Massachusetts Avenue, N.W. Washington, DC 20036
China Tel: (202) 328-2500 FAX: 232-7855	Embassy of the People's Republic of China	2300 Connecticut Avenue, N.W. Washington, DC 20008
Colombia Tel: (202) 387-8338 FAX: 232-8643	Embassy of Colombia	2118 Leroy Place, N.W. Washington, DC 20008
Comoros Tel: (212) 972-8010 FAX: (212) 983-4712	Embassy of the Federal and Islamic Republic of the Comoros	c/o The Permanent Mission of the Federal and Islamic Republic of the Comoros to the United Nations 336 E. 45th Street 2nd Floor New York, NY 10017
Congo, People's Republic of	Embassy of the People's Republic of the Congo	4891 Colorado Avenue, N.W. Washington, DC 20011
Costa Rica Tel: (202) 234-2945 FAX: 234-8653	Embassy of Costa Rica	1825 Connecticut Avenue, N.W. Suite 211 Washington, DC 20009
Cote D'Ivoire (formerly Ivory Coast) Tel: (202) 797-0300 FAX: 483-8482	Embassy of the Republic of Cote D'Ivoire	2424 Massachusetts Avenue, N.W. Washington, DC 20008
Cyprus Tel: (202) 462-5772 FAX: 483-6710	Embassy of the Republic of Cyprus	2211 R Street, N.W. Washington, DC 20008

Czech Republic Tel: (202) 363-6315 FAX: 966-8540	Embassy of the Czech Republic	3900 Linnean Avenue, N.W. Washington, DC 20008
Denmark Tel: (202) 234-4300 FAX: 328-1470	Royal Danish Embassy	3200 Whitehaven Street, N.W. Washington, DC 20008
Djibouti Tel: (202) 331-0270 FAX: 331-0302	Embassy of the Republic of Djibouti	1430 K Street, N.W. Suite 600 Washington, DC 20005
Dominican Republic Tel: (202) 332-6280 FAX: 265-8057	Embassy of the Dominican Republic	1715 22nd Street, N.W. Washington, DC 20008
Ecuador Tel: (202) 234-7200 FAX: 667-3482	Embassy of Ecuador	2535 15th Street, N.W. Washington, DC 20009
Egypt Tel: (202) 232-5400 FAX: 332-7894	Embassy of the Arab Republic of Egypt	2310 Decatur Place, N.W. Washington, DC 20008
El Salvador Tel: (202) 265-9671	Embassy of El Salvador	2308 California Street, N.W. Washington, DC 20008
Equatorial Guinea Tel: (914) 738-9584	Embassy of Equatorial Guinea	57 Magnolia Avenue Mount Vernon, NY 10553
Estonia Tel: (212) 247-1450	Legation of Estonia	Office of Consulate General 9 Rockefeller Plaza New York, NY 10020
Ethiopia Tel: (202) 234-2281 FAX: 328-7950	Embassy of Ethiopia	2134 Kalorama Road, N.W. Washington, DC 20008
European Communities, Delegation of the Commission of the Tel: (202) 862-9500 FAX: 429-1766		2100 M Street, N.W. 7th Floor Washington, DC 20037
Fiji Tel: (202) 337-8320 FAX: 337-1996	Embassy of Fiji	2233 Wisconsin Avenue, N.W. Washington, DC 20007

Finland Tel: (202) 363-2430 FAX: 363-8233	Embassy of Finland	3216 New Mexico Avenue, N.W. Washington, DC 20016
France Tel: (202) 944-6000 FAX: 944-6336	Embassy of France	4101 Reservoir Road, N.W. Washington, DC 20007
Gabon Tel: (202) 797-1000	Embassy of the Gabonese Republic	2034 20th Street, N.W. Washington, DC 20009
Gambia, The Tel: (202) 785-1399 FAX: 785-1430	Embassy of The Gambia	1155 15th Street, N.W. Suite 1000 Washington, DC 20005
Germany, Federal Republic of Tel: (202) 298-4000 FAX: 298-4249	Embassy of the Federal Republic of Germany	4645 Reservoir Road, N.W. Washington, DC 20007
Ghana Tel: (202) 686-4520 FAX: 686-4527	Embassy of Ghana	3512 International Drive, N.W. Washington, DC 20008
Great Britain (See United Kingdom of Great Britain and Northern Ireland)		
Greece Tel: (202) 939-5800 FAX: 939-5824	Embassy of Greece	2221 Massachusetts Avenue, N.W. Washington, DC 20008
Grenada Tel: (202) 265-2561 FAX: 265-2468	Embassy of Grenada	1701 New Hampshire Avenue, N.W. Washington, DC 20009
Guatemala Tel: (202) 745-4952 FAX: 745-1908	Embassy of Guatemala	2220 R Street, N.W. Washington, DC 20008
Guinea Tel: (202) 483-9420 FAX: 483-8688	Embassy of the Republic of Guinea	2112 Leroy Place, N.W. Washington, DC 20008
Guinea-Bissau Tel: (202) 872-4222 FAX: 872-4226	Embassy of the Republic of Guinea-Bissau	918 16th Street, N.W. Mezzanine Suite Washington, DC 20006

Guyana Tel: (202) 265-6900	Embassy of Guyana	2490 Tracy Place, N.W. Washington, DC 20008
Haiti Tel: (202) 332-4090 FAX: 745-7215	Embassy of Haiti	2311 Massachusetts Avenue, N.W. Washington, DC 20008
Holy See Tel: (202) 333-7121 FAX: 337-4036	Apostolic Nunciature	3339 Massachusetts Avenue, N.W. Washington, DC 20008
Honduras Tel: (202) 966-7702 FAX: 966-9751	Embassy of Honduras	3007 Tilden Street, N.W. Washington, DC 20008
Hungary Tel: (202) 362-6730 FAX: 966-8135	Embassy of the Republic of Hungary	3910 Shoemaker Street, N.W. Washington, DC 20008
Iceland Tel: (202) 265-6653 FAX: 265-6656	Embassy of Iceland	2022 Connecticut Avenue, N.W. Washington, DC 20008
India Tel: (202) 939-7000 FAX: 939-7027	Embassy of India	2107 Massachusetts Avenue, N.W. Washington, DC 20008
Indonesia Tel: (202) 775-5200 FAX: 775-5365	Embassy of the Republic of Indonesia	2020 Massachusetts Avenue, N.W. Washington, DC 20036
Ireland Tel: (202) 462-3939 FAX: 232-5993	Embassy of Ireland	2234 Massachusetts Avenue, N.W. Washington, DC 20008
Israel Tel: (202) 364-5500 FAX: 364-5610	Embassy of Israel	3514 International Drive, N.W. Washington, DC 20008
Italy Tel: (202) 328-5500 FAX: 328-5538	Embassy of Italy	1601 Fuller Street, N.W. Washington, DC 20009
Ivory Coast (See Cote D'Ivoire)		

Jamaica Tel: (202) 452-0660 FAX: 452-0081	Embassy of Jamaica	1850 K Street, N.W. Suite 355 Washington, DC 20006
Japan Tel: (202) 939-6700 FAX: 939-6900	Embassy of Japan	2520 Massachusetts Avenue, N.W. Washington, DC 20008
Jordan Tel: (202) 966-2664 FAX: 966-3110	Embassy of the Hashemite Kingdom of Jordan	3504 International Drive, N.W. Washington, DC 20008
Kenya Tel: (202) 387-6101	Embassy of Kenya	2249 R Street, N.W. Washington, DC 20008
Korea Tel: (202) 939-5600 FAX: 797-0595	Embassy of Korea	2370 Massachusetts Avenue, N.W. Washington, DC 20008
Kuwait Tel: (202) 966-0702 FAX: 966-0517	Embassy of the State of Kuwait	2940 Tilden Street, N.W. Washington, DC 20008
Laos Tel: (202) 332-6417 FAX: 332-6416	Embassy of the Lao People's Democratic Republic	2222 S Street, N.W. Washington, DC 20008
Latvia Tel: (202) 726-8213 FAX: 726-6785	Embassy of Latvia	4325 17th Street, N.W. Washington, DC 20011
Lebanon Tel: (202) 939-6300 FAX: 939-6324	Embassy of Lebanon	2560 28th Street, N.W. Washington, DC 20008
Lesotho Tel: (202) 797-5533 FAX: 234-6815	Embassy of the Kingdom of Lesotho	2511 Massachusetts Avenue, N.W. Washington, DC 20008
Liberia Tel: (202) 723-0437 FAX: 726-4913	Embassy of the Republic of Liberia	5201 16th Street, N.W. Washington, DC 20011
Lithuania Tel: (202) 234-5860 FAX: 328-0466	Embassy of the Republic of Lithuania	2622 16th Street, N.W. Washington, DC 20009

Luxembourg Tel: (202) 265-4171 FAX: 328-8270	Embassy of Luxembourg	2200 Massachusetts Avenue, N.W. Washington, DC 20008
Madagascar Tel: (202) 265-5525 FAX: 483-7603	Embassy of the Democratic Republic of Madagascar	2374 Massachusetts Avenue, N.W. Washington, DC 20008
Malawi Tel: (202) 797-1007 FAX: 265-0976	Malawi Embassy	2408 Massachusetts Avenue, N.W. Washington, DC 20008
Malaysia Tel: (202) 328-2700 FAX: 483-7661	Embassy of Malaysia	2401 Massachusetts Avenue, N.W. Washington, DC 20008
Mali Tel: (202) 332-2249 FAX: 387-5470	Embassy of the Republic of Mali	2130 R Street, N.W. Washington, DC 20008
Malta Tel: (202) 462-3611 FAX: 387-5470	Embassy of Malta	2017 Connecticut Avenue, N.W. Washington, DC 20008
Marshall Islands Tel: (202) 234-5414 FAX: 232-3236	Embassy of the Republic of the Marshall Islands	2433 Massachusetts Avenue, N.W. Washington, DC 20008
Mauritania Tel: (202) 232-5700 FAX: 319-2623	Embassy of the Islamic Republic of Mauritania	2129 Leroy Place, N.W. Washington, DC 20008
Mauritius Tel: (202) 244-1491 FAX: 966-0983	Embassy of Mauritius	4301 Connecticut Avenue, N.W. Suite 134 Washington, DC 20008
Mexico Tel: (202) 728-1600 FAX: 728-1698	Embassy of Mexico	1911 Pennsylvania Avenue, N.W. Washington, DC 20006
Micronesia Tel: (202) 223-4383 FAX: 223-4391	Embassy of the Federated States of Micronesia	1725 N Street, N.W. Washington, DC 20036
Mongolia Tel: (301) 983-1962 FAX: 983-2025	Embassy of Mongolia Mongolian People's Republic	10201 Iron Gate Road Potomac, MD 20854

Morocco Tel: (202) 462-7979 FAX: 265-0161	Embassy of Morocco	1601 21st Street, N.W. Washington, DC 20009
Mozambique Tel: (202) 293-7146 FAX: 835-0245	Embassy of the People's Republic of Mozambique	1990 M Street, N.W. Suite 570 Washington, DC 20036
Myanmar (formerly Burma) Tel: (202) 332-9044 FAX: 332-9046	Embassy of the Union of Myanmar	2300 S Street, N.W. Washington, DC 20008
Nepal Tel: (202) 667-4550 FAX: 667-5534	Royal Nepalese Embassy	2131 Leroy Place, N.W. Washington, DC 20008
Netherlands Tel: (202) 244-5300 FAX: 362-3430	Embassy of the Netherlands	4200 Linnean Avenue, N.W. Washington, DC 20008
New Zealand Tel: (202) 328-4800 FAX: 265-9659	Embassy of New Zealand	37 Observatory Circle, N.W. Washington, DC 20008
Nicaragua Tel: (202) 939-6570 FAX: 939-6545	Embassy of Nicaragua	1627 New Hampshire Avenue, N.W. Washington, DC 20009
Niger Tel: (202) 483-4224 FAX: 483-3169	Embassy of the Republic of Niger	2204 R Street, N.W. Washington, DC 20008
Nigeria Tel: (202) 822-1500	Embassy of the Federal Republic of Nigeria	2201 M Street, N.W. Washington, DC 20037
Norway Tel: (202) 333-6000 FAX: 337-0870	Royal Norwegian Embassy	2720 34th Street, N.W. Washington, DC 20008
Oman Tel: (202) 387-1980 FAX: 745-4933	Embassy of the Sultanate of Oman	2342 Massachusetts Avenue, N.W. Washington, DC 20008
Pakistan Tel: (202) 939-6200 FAX: 387-0484	Embassy of Pakistan	2315 Massachusetts Avenue, N.W. Washington, DC 20008

Panama Tel: (202) 483-1407	Embassy of Panama	2862 McGill Terrace, N.W. Washington, DC 20008
Papua New Guinea Tel: (202) 745-3680 FAX: 745-3679	Embassy of Papua New Guinea	1615 New Hampshire Avenue, N.W. Third Floor Washington, DC 20009
Paraguay Tel: (202) 483-6960 FAX: 234-4508	Embassy of Paraguay	2400 Massachusetts Avenue, N.W. Washington, DC 20008
Peru Tel: (202) 833-9860 FAX: 659-8124	Embassy of Peru	1700 Massachusetts Avenue, N.W. Washington, DC 20036
Philippines Tel: (202) 483-1414 FAX: 328-7614	Embassy of the Philippines	1617 Massachusetts Avenue, N.W. Washington, DC 20036
Poland Tel: (202) 234-3800 FAX: 328-6271	Embassy of the Republic of Poland	2640 16th Street, N.W. Washington, DC 20009
Portugal Tel: (202) 328-8610 FAX: 462-3726	Embassy of Portugal	2125 Kalorama Road, N.W. Washington, DC 20008
Qatar Tel: (202) 338-0111 FAX: 337-2989	Embassy of the State of Qatar	600 New Hampshire Avenue, N.W. Suite 1180 Washington, DC 20037
Romania Tel: (202) 232-4747 FAX: 232-4748	Embassy of Romania	1607 23rd Street, N.W. Washington, DC 20008
Russia Tel: (202) 628-7551 FAX: 628-8548	Embassy of the Russian Federation	1125 16th Street, N.W. Washington, DC 20036
Rwanda Tel: (202) 232-2882 FAX: 232-4544	Embassy of the Republic of Rwanda	1714 New Hampshire Avenue, N.W. Washington, DC 20009
Saint Kitts and Nevis Tel: (202) 833-3550 FAX: 833-3553	Embassy of Saint Kitts and Nevis	2100 M Street, N.W. Suite 608 Washington, DC 20037

Saint Lucia Tel: (202) 463-7378 FAX: 887-5746	Embassy of Saint Lucia	2100 M Street, N.W. Suite 309 Washington, DC 20037
Sao Tome and Principe Tel: (212) 697-4211 FAX: (212) 687-8389	Embassy of Sao Tome and Principe	801 Second Avenue Suite 1504 New York, NY 10017
Saudi Arabia Tel: (202) 342-3800 FAX: 342-0271	Embassy of Saudi Arabia	601 New Hampshire Avenue, N.W. Washington, DC 20037
Senegal Tel: (202) 234-0540	Embassy of the Republic of Senegal	2112 Wyoming Avenue, N.W. Washington, DC 20008
Seychelles Tel: (212) 687-9766 FAX: (212) 922-9177	Embassy of the Republic of Seychelles	c/o The Permanent Mission of Seychelles to the United Nations 820 Second Avenue Suite 900F New York, NY 10017
Sierra Leone Tel: (202) 939-9261 FAX: 483-1793	Embassy of Sierra Leone	1701 19th Street, N.W. Washington, DC 20009
Singapore Tel: (202) 667-7555 FAX: 265-7915	Embassy of Singapore	1824 R Street, N.W. Washington, DC 20008
Slovak Republic Tel: (202) 363-6315 FAX: 244-1396	Embassy of the Slovak Republic	3900 Linnean Avenue, N.W. Washington, DC 20008
South Africa Tel: (202) 232-4400 FAX: 232-3402	Embassy of South Africa	3051 Massachusetts Avenue, N.W. Washington, DC 20008
Spain Tel: (202) 265-0190 FAX: 265-9478	Embassy of Spain	2700 15th Street, N.W. Washington, DC 20009
Sri Lanka Tel: (202) 483-4025 FAX: 232-7181	Embassy of the Democratic Socialist Republic of Sri Lanka	2148 Wyoming Avenue, N.W. Washington, DC 20008
Sudan Tel: (202) 338-8565 FAX: 667-2406	Embassy of the Republic of the Sudan	2210 Massachusetts Avenue, N.W. Washington, DC 20008

Suriname Tel: (202) 244-7488 FAX: 244-5878	Embassy of the Republic of Suriname	4301 Connecticut Avenue, N.W. Suite 108 Washington, DC 20008
Swaziland Tel: (202) 362-6683 FAX: 244-8059	Embassy of the Kingdom of Swaziland	3400 International Drive, N.W. Washington, DC 20008
Sweden Tel: (202) 944-5600 FAX: 342-1319	Embassy of Sweden	600 New Hampshire Avenue, N.W. Washington, DC 20037
Switzerland Tel: (202) 745-7900 FAX: 387-2564	Embassy of Switzerland	2900 Cathedral Avenue, N.W. Washington, DC 20008
Syria Tel: (202) 232-6313 FAX: 234-9548	Embassy of the Syrian Arab Republic	2215 Wyoming Avenue, N.W. Washington, DC 20008
Tanzania Tel: (202) 939-6125 FAX: 797-7408	Embassy of the United Republic of Tanzania	2139 R Street, N.W. Washington, DC 20008
Thailand Tel: (202) 483-7200 FAX: 429-2949	Embassy of Thailand	2300 Kalorama Road, N.W. Washington, DC 20008
Togo Tel: (202) 234-4212	Embassy of the Republic of Togo	2208 Massachusetts Avenue, N.W. Washington, DC 20008
Trinidad and Tobago Tel: (202) 467-6490 FAX: 785-3130	Embassy of Trinidad and Tobago	1708 Massachusetts Avenue, N.W. Washington, DC 20036
Tunisia Tel: (202) 862-1850 FAX: 862-1858	Embassy of Tunisia	1515 Massachusetts Avenue, N.W. Washington, DC 20005
Turkey Tel: (202) 659-8200 FAX: 659-0744	Embassy of the Republic of Turkey	1714 Massachusetts Avenue, N.W. Washington, DC 20036
Uganda Tel: (202) 726-7100 FAX: 726-1727	Embassy of the Republic of Uganda	5909 16th Street, N.W. Washington, DC 20011

United Arab Emirates Tel: (202) 338-6500 FAX: 337-7029	Embassy of the United Arab Emirates	600 New Hampshire Avenue, N.W. Suite 740 Washington, DC 20037
United Kingdom of Great Britain and Northern Ireland Tel: (202) 462-1340 FAX: 898-4255	British Embassy	3100 Massachusetts Avenue, N.W. Washington, DC 20008
Uruguay Tel: (202) 331-1313 FAX: 331-8142	Embassy of Uruguay	1918 F Street, N.W. Washington, DC 20006
Venezuela Tel: (202) 342-2214	Embassy of Venezuela	1099 30th Street, N.W. Washington, DC 20008
Western Samoa Tel: (202) 833-1743 FAX: 833-1746	Embassy of Western Samoa	1155 15th Street, N.W. Room 510 Washington, DC 20005
Yemen Tel: (202) 965-4760 FAX: 337-2017	Embassy of the Republic of Yemen	2600 Virginia Avenue, N.W. Suite 705 Washington, DC 20037
Yugoslavia Tel: (202) 462-6566 FAX: 797-9663	Embassy of the Former Socialist Federal Republic of Yugoslavia	2410 California Street, N.W. Washington, DC 20008
Zaire Tel: (202) 234-7690	Embassy of the Republic of Zaire	1800 New Hampshire Avenue, N.W. Washington, DC 20009
Zambia Tel: (202) 265-9717 FAX: 332-0826	Embassy of the Republic of Zambia	2419 Massachusetts Avenue, N.W. Washington, DC 20008
Zimbabwe Tel: (202) 332-7100 FAX: 483-9326	Embassy of Zimbabwe	1608 New Hampshire Avenue, N.W. Washington, DC 20009



